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Travel Daily

First with the news

Thursday 24th July 2014

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SQ ups SYD, MEL, BNE

SINGAPORE Airlines is adding eight extra frequencies to Australia over the Northern Winter on routes to Sydney, Melbourne and Brisbane.

According to GDS displays, SQ will jack up frequencies from Singapore to both SYD and BNE from the current 28 to 31 weekly between 22 Nov and 31 Jan.

Two extra frequencies will also operate on the BNE route, rising from 21 weekly to 23.

Langham resorts for Qld?

LANGHAM Hospitality Group has strongly flagged new luxury resorts on the Gold Coast and/or Port Douglas in coming years as part of significant expansion in Australia, plus a greater presence in several major cities.

Simon Manning, Langham global sales and marketing director told **Travel Daily** the group was ready to expand in this market, its third largest behind the US & China.

"We absolutely believe that Brisbane and Perth can support a Langham or a Langham Place.

"We would love a developer to approach us to build one for them or we would manage their asset," Manning said.

His comments last night came at the Langham Hotels & Resorts tradeshow, held at Sydney's Doltone House Hyde Park, attended by well over 100 PCO's & travel agents (see page 8).

Manning cited Hamilton Island's qualia as an example of a luxury

resort in a holiday destination that is doing very well with room rates of \$800 plus, generated 100% from the Australian market.

"There hasn't been any really new resort offerings for a very long time and I think the market could take them," Manning added.

"I personally believe that we have the business where could build beautiful resorts on the Gold Coast or in Port Douglas."

Further expansion could see Langham's lifestyle brand Eaton Hotels in Australia, with Manning confirming to **TD** that Langham was actively looking for an Eaton site but it would not be in Sydney.

FJ Paradise Pass

FIJI Airways is promoting a new domestic 'Paradise Pass' which can be sold in conjunction with international airfares, priced at US\$179 (AU\$190) per sector.

Tickets are sold on Fiji Link, and are available between Nadi and Suva, and on to Labasa, Kadavu, Savusavu and Taveuni.

Paradise Pass fares allow a baggage allowance of 23kgs and are on sale through to 30 Sep - see the **back page** for more info.

Eight pages of news

Travel Daily today has eight pages of news and photos, plus full pages: ([click](#))

- AA Appointments jobs
- Traveltrade Recruitment
- Fiji Airways

Wolgan gm resigns

JOOST Heymeijer, the long-time gm of Emirates Wolgan Valley Resort & Spa in NSW has resigned after nine years involvement with the resort, to take up the Dubai-based role of Emirates Senior Vice President Inflight Catering.

More appointments on **page 7**.

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Thursday 24th July 2014



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REDY2GO appoints

SOON-TO-DEBUT Sydney CBD-to-airport luxury shuttle service REDY2GO (**TD** 17 Jul) has named Kevin Millard as business development manager.

Millard has held previous roles within the trade at Travel Agents Travel Service (TATS), TIAS and Interline Reservations Service.

REDY2GO is preparing to launch in the NSW capital next month.

For more of the latest Industry Appointments, go to **page seven**.

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LCCs propping up hotels

AUSTRALIAN hoteliers on the eastern seaboard have prospered from increased low-cost carrier capacity into the nation, with rooms at "breaking point," the latest *Deloitte Tourism & Hotel Outlook* report has determined.

Released today, the study projects inbound arrivals will grow by 5.1% and international visitor nights will improve 5.2% over the next three years.

Economic growth from the UK and US, and more budget air capacity through carriers such as AirAsia X and Jetstar has seen overseas arrivals increase 8.2% for the year ending May - the fastest growth in nearly a decade, the Deloitte study found.

Growth was driven by the volume of int'l leisure holiday makers despite only modest growth in visitor nights, with the sector spending more time outside capital cities.

Deloitte Access Economics' Lachlan Smirl said improving economic conditions on the east coast were apparent in domestic corporate travel to Sydney, which was up 21%.

Internationally, Victoria, South Australia and NSW were on the front foot "as low-cost carrier capacity provided a fillip to Asia's buoyant underlying growth."

"The combination of increased

international visitor numbers and the improving economic story on the eastern seaboard have translated into an exceptional year for the Australian hotel market," Smirl said.

"With national trend occupancy rates reaching 68%, up two points on last year, room rates have continued to grow at above-trend rates, rising 3.2% over the same period," he continued.

Hotel occupancies in Sydney & Melbourne were around 90% or at capacity several nights of the week, the study shows, with RevPAR improving at double the past decade average.

He said supply growth in the NSW & Vic capitals is likely to continue to trail demand for the next three years, "pushing occupancies further into uncharted territory and propelling RevPAR at rates considerably above their trend averages".

For more analysis of the Deloitte study, **CLICK HERE**.

VA MEL-LAX waiver

VIRGIN Australia has issued a waiver following the cessation of its flights between Melbourne & Los Angeles from 25 Oct (**TD** yest).

Agents can use the waiver code of SWF08270711LAX14 for extra fare, taxes and change fees for guests directly impacted by VA's decision to axe the route.

It applies to Virgin Australia (795) tickets issued on or before 23 Jul, with agents able to reissue tickets in-house until Fri 22 Aug.

Pre-booked pax on the route are permitted to change flights up to three months prior or post their original travel date at no extra cost, or destination at cost.

MEANWHILE, Alison Espley United Airlines director Australia & NZ yesterday told **Travel Daily** preparations for the launch of its non-stop 787-9 services on the route are "well underway."

"We are encouraged by positive response from our partners and customers about the 28 Oct launch, and its booking trend is meeting our expectations."

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Travel Bulletin to continue

travelBulletin

THE demise of respected monthly travel industry magazine *Travel Bulletin* has been

much exaggerated, with *Travel Daily* owners Bruce and Jenny Piper agreeing to purchase the business from Ian McMahon and Eddie Raggett.

Last week McMahon & Raggett announced some changes for the publication (**TD** 17 Jul), and following some swift negotiations, a deal has been reached for *Travel Daily* to take it over.

Piper said it was an ideal fit, with a long-standing close relationship between *Travel Daily* and *Travel Bulletin* which have for many years been joint media sponsors of the National Travel Industry Awards.

"Ian McMahon and Eddie Raggett have taken *Travel Bulletin* to become the unquestioned leader in Australian travel trade

print publishing," he said.

"We look forward to building on their legacy, continuing *Travel Bulletin's* strong reputation for incisive analysis, destination updates and exceptional editorial," Piper added.

McMahon said he and Raggett will work closely with the **TD** team "to ensure that *Travel Bulletin* continues as the industry's in-depth journal of record and analysis - the perfect complement to *Travel Daily's* comprehensive daily round-up of breaking news.

"We see it as a great fit," he said.

The next issue of *Travel Bulletin* will be published in Aug - for more info or to participate, email bruce@travelbulletin.com.au or call 1300 799 220.

Luxperience Quay jv

THE Luxperience travel show has announced a partnership with Quay Restaurant which will see delegates sample menu items at a signature networking session.

Renowned chef Peter Gilmore will personally design a menu for the function and will be on hand to meet & greet guests.

Luxperience chief executive Lindy Andrews said the pact is a "perfect match" as both brands cater for high-end leisure consumers and the MICE market."

"It also highlights the emphasis this year's event has on experiential and immersive travel experiences that is expected of the luxury travel industry today."

TLV still a 'no-go' zone

THE US Federal Aviation Administration has extended its ban on US airlines flying into Tel Aviv's Ben Gurion Int'l Airport (**TD** yesterday) for up to 24 hrs, following a nearby rocket attack.



Window Seat

EVERYTHING'S bigger and better in the United Arab Emirates - even the cakes.

The pastry chefs at the Hilton Abu Dhabi are celebrating Ramadan with the creation of a gigantic chocolate replica of the city's Sheikh Zayed Grand Mosque - the eighth largest mosque in the world.

The stunning creation (**below**), which took 100 hours and 130kg of white chocolate to make, is on display in the hotel lobby until the end of the month - at which point presumably some lucky guests will tuck in!



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QF switches off Ch 9

QANTAS has today confirmed it will drop Channel 9 news bulletins from its in-flight entertainment line-up after forming a new partnership with Sky and Foxtel.

The partnership will see Channel 9 replaced from 01 Nov with multiple news updates provided throughout the day on domestic and international flights.

Sky News' new international Australian news service will also be aired live to Qantas' network of lounges overseas.

Pax will be able to gain access to Foxtel's library of lifestyle, drama, food and entertainment programs plus FOX SPORTS coverage.

In addition, Qantas says it will almost double the number of new-release films and virtual box sets of popular TV series available for viewing in-flight, as it adds more than 100hrs of content on most int'l and domestic flights.

Qantas said it plans to "keep improving" IFE content over the next 12 months.

Jet Airways to Aus?

AUSSIE airline executive Cramer Ball has been confirmed as the new ceo of Jet Airways, pending regulatory approval.

Ball was previously the ceo at Air Seychelles before his departure this year (**TD** 29 Jan).

His appointment comes as Jet Airways & Etihad Airways detail a "major new turnaround strategy" to return the Indian carrier to profitability in three years.

The plan, backed by Jet Airways Board, incorporates a range of measures such as long-term network, fleet and product developments to optimise Jet's domestic and int'l operations.

Among focus areas for its int'l operations will include network developments, flagging new services to Europe, China, Australia and Southeast Asia, as well as expanded frequencies to existing routes and additional codeshare arrangements.

9W will also refine its B777 and A330 product under the strategy.

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Consultants will also need to complete introductory online training modules on the product, which can be complete at bunniktours.com.au/agents.

For more info, call 1300 125 007.

ABOVE: You would be hard pressed to get much closer to the FIFA World Cup trophy than this!

Brighton-based Premium Sports Tours director Meg Schibli and her staff had the chance to get up close and personal with the Cup while in Brazil last month.

The firm posted this picture on social media on 15 Jun, and suggested its team were probably the only Australians to hold the World Cup, given the Socceroos early departure from the comp.



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Congratulations to all the other winners and nominees.



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VA/DL NYC reward for agents



THESE lucky travel agents were treated to a five day premium experience to NYC with all the trimmings courtesy of Virgin Australia and Delta Air Lines.

The group travelled in style, experiencing the Business Class products of both VA & DL (incl limousine transfers courtesy of Brunel Chauffeur Drive) all the way to JFK, staying in 5-star comfort in Times Square thanks to Starwood. They were treated to extra

special premium experiences in the Big Apple, including tickets to the Delta SkySuite at Yankee Stadium and attending a taping of the famous David Letterman Show in his last season.

One of the highlights was tickets to see the sold out Bruno Mars & Pharrell Williams Moonshine Jungle World Tour at Madison Square Garden, with the group of incentive winners **pictured** above prior to taking their seats.



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Crash site warning

THE Australian Dept of Foreign Affairs & Trade last night issued a new travel advisory for Ukraine, advising Australian travellers to "be aware of the hazards" of visiting the crash site of MH17.

"We continue to advise not to travel to the provinces of Donetsk and Luhansk due to a tense and dangerous security situation," the latest update says.

In specific reference to the site of the downed MAS aircraft, Smartraveller said Aussies visiting the location should be cautious "before exposing themselves to possible risk of serious injury."

DFAT's current advice level for Ukraine overall is "Reconsider your need to travel".

The Smartraveller site suggests Aussies flying over East Ukraine who are concerned about their flight path should contact their airline or travel agent for info.

MH17 travel insurance

COVER-MORE has used last week's Malaysia Airlines MH17 incident to clarify its position in relation to aircraft accidents, issuing a statement following "confusion" on coverage.

"Under Cover-More travel insurance policies, there is provision for accidental death, overseas funeral or repatriation costs, luggage & travel documents and additional expenses," the company said yesterday, pointing queries to its website update.

"To be absolutely clear about Cover-More's position with Malaysia Airlines, there is NO change to our travel insurance policy coverage or benefits for anyone wishing to fly with Malaysia Airlines.

"Malaysia Airlines is a valued partner of Cover-More and we will continue to support them in any way we can," the firm added.



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Intrepid winter trips

THREE new winter trips in Europe including an Ice Hotel holiday in Romania are now available to book with Intrepid.

Options include an eight-day Christmas Markets of Central Europe journey visiting Munich, Salzburg and Budapest departing in Nov & Dec, priced from \$1,840 & a six-day Northern Lights Escape in Iceland in Feb, Mar & Nov next year which leads in at \$1,295.

The 5-day Ice Hotel Experience has guests explore Transylvania and includes a visit to 'Dracula's Castle' and a stay in an Ice Hotel, available from \$1,245.

More at intrepidtravel.com.

Sixty years of magic

DISNEYLAND celebrated its 59th birthday late last week, using the occasion to announce some of its plans ahead of the park's 60th Diamond Anniversary.

Celebrations will kick off from the northern spring 2015, with a year-long cavalcade of nostalgic events revisiting six decades of magical memories created by generations of families globally.

A special logo (**pictured** below) has been created ahead of the year-long historical celebration.

"It's an incredible time at the Disneyland Resort as we prepare for next year's Diamond Celebration," Disneyland Resort president Michael Colglazier said.



Rouge adds YVR-PSP

NEW seasonal services will commence between Vancouver and Palm Springs starting 18 Dec, operated by Air Canada rouge.

The Air Canada leisure offshoot will operate the route thrice weekly on Thu, Fri and Sun using Airbus A319s until 12 Apr.

AmaSonata ceremony

AMAWATERWAYS has this week celebrated the addition to its fleet of *AmaSonata* with a special christening event in Germany.

The 165-passenger *AmaSonata* began operation on 22 Apr and has been cruising the Danube.

More in **TD Cruise Update** today.

Asia leads MEL spike

JAPAN, Taiwan, Malaysia, Hong Kong, Singapore & China visitors drove international growth at Melbourne Airport up 9% year-on-year for the 2013/14 FY, the airport reported this week.

The increase was fueled by additional capacity from AirAsia X, Singapore Airlines, Malaysia Airlines, China Eastern, Etihad Airways and Qatar Airways.

Overall passenger movements, including domestic carriage which rose 2%, surpassed 31 million - up 4% on 12 months earlier.

During Jun alone, the number of passport holders from Japan passing through MEL jumped a massive 105%, while Argentinian and Brazilian visitor numbers rose 93% and 80%, compared to the corresponding month last year.

Thursday 24th July 2014

Vale Yvonne Hamilton

THE travel industry community is mourning the loss of Yvonne Hamilton from St Leonards Travel in NSW on Sat after a courageous battle with cancer.

Yvonne was a stalwart of the travel industry for 40 years.

Her funeral will be held on Tue 29 Jul in the Magnolia Chapel at Macquarie Park Crematorium in North Ryde, with a reception in the Banksia Room to follow.

Family ask for donations to the Kolling Institute Ovarian Cancer Research Fund in lieu of flowers.

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Conrad in London

HILTON Worldwide will open its first Conrad Hotels & Resorts branded hotel in London on 23 Sep, when the 256-room Conrad London Westminster debuts.



Happy birthday, two year old!
LAST night the travel industry was out in force to help *International Traveller* Magazine celebrate its second birthday.

The consumer publication, a sister magazine to *Australian*

Traveller, has thrived despite the changing media environment, with co-founder Quentin Long saying subscriptions are up 12% in the last 12 months.

Pictured at the event at Sydney's QT Hotel are, from left: Michael Woods, Abu Dhabi Tourism; Stephen Mahoney, Etihad Airways; Quentin Long, *International Traveller*; Mona Tannous, Oman Tourism; Brett Walsh, Aircalin and Nicki Gilmore, *International Traveller*.

1st Class rail price cut

RAIL Europe has released its lowest ever 1st Class fares on selected routes between Paris & Brussels, Cologne & Amsterdam, Lille & Amsterdam and Brussels to Amsterdam or Cologne.

Prices start from \$48, valid for travel completed between 16 Aug and 30 Nov.

Bookings can be made through Rail Plus, Rail Tickets, CIT Holidays and Infinity Rail in Australia.

Gogo going on JAL

JAPAN Airlines has introduced the Gogo inflight internet service aboard three 777-200 SKY NEXT aircraft, becoming the first commercial carrier outside North America to offer the service.

Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry, send us an email at appointments@traveldaily.com.au.

David Clark has been appointed to the newly created role of National Manager for Cruise at **Helloworld Limited**. Clark joined Helloworld wholesale's The CRUISE TEAM from Carnival Australia last Jul. His new position follows the departure of former Harvey's Choice Holidays/ CRUISE TEAM gm **Alastair Fernie** - more in today's **TD Cruise Update**.

Daydream Island Resort & Spa in the Whitsundays has appointed **Scott Wilkinson** as the property's new chief executive officer. He replaces current ceo **Phil Casey** who has moved to a new role as Owner's Representative for Daydream owner Vaughan Bullivant. Wilkinson was formerly gm of TFE Hotel Group's Rendezvous Grand Hotel in Adelaide.

Kevin Zhang, chief executive officer of the Argyle Hotel Group, has been appointed to the Board of Directors of the Australian Chamber of Commerce in Beijing (AustCham Beijing). He's the first Chinese born Australian to be nominated to the board. Argyle Hotel Group currently operates 54 properties across China, comprising almost 12,000 rooms.

Centara Ceysands Resort & Spa Sri Lanka has named **John Bendtsen** as its new general manager. Australian-born Bendtsen has 21 years of hospitality industry experience, and moves to Sri Lanka from his most recent role of gm of Centara Hotels & Resorts in Mauritius.

Don Beattie, ceo of **MTA Mobile Travel Agents**, has become the first Australian travel agency representative to be appointed to the **Belmond Travel Agency Advisory Board**. Belmond is a "global collection of exceptional hotel and luxury travel adventures in some of the world's most inspiring and enriching destinations."

Independent Travel Group ceo **Tom Manwaring** has been appointed to the board of the **Australian Federation of Travel Agents**, filling a casual vacancy made available through the resignation of CWT's **Peter Brady**.

Pan Pacific Hotels Group has appointed **Sharmini Moganasundram** as general manager of PARKROYAL on Kitchener Road in Singapore. She's the group's first ever female hotel gm.

Wayne Castle has been named as director of **CWT Meetings & Events** in Australia and New Zealand. Castle joins Carlson Wagonlit from the Australian Water Association, and will report to Steven Smith, senior director of CWT Meetings & Events Asia Pacific.

Excite Holidays has appointed two new business development managers. **Jacqui McAreavey** will join Walter Nand and Samantha Davies in NSW, while **Amanda Reynolds** joins Margaret Harvey in Vic.

Verve Creative Events has appointed **Rowena Bale** as Event Manager.

Plantation Island Resort in Fiji has welcomed **Bret Hanson** as its new Executive Chef, moving from his former role at Warwick Le Lagon Resort & Spa. Hanson will oversee the operations of Plantation's three dining outlets including the new Fijian fusion restaurant The Black Coral.

Switzerland Tourism has appointed **Mark Wettstein** as its new Director for Australia and NZ. To take up his new role in late Oct, Wettstein replaces **Evelyn Lafone** who will move to Canada to head up the organisation's operations there.

Marshall Orton is now Director of F&B for **Softel Bangkok Sukhumvit**.

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This week **TD & French Travel Connection** is giving 5 readers the chance to win \$75 gifts.com.au vouchers.



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BNE int'l traffic swing

BRISBANE Airport has reported a 6% surge in overseas arrivals/departures during the 2014 FY to 4.8 million compared to the corresponding year - the fastest rate of growth in several years.

The Ashes and ATE in Cairns were cited as key drivers for the uptick in international visitors to BNE, md Julieanne Alroe said, along with fresh capacity from Garuda Indonesia and Jetstar to Bali (Denpasar).

Singapore arrivals jumped 18% throughout the year, while India & China were up 13% and 7%.

Domestic traffic increased to 17m, but growth at 1.3% was less than previous years in contrast to a 4.4% rise in seat capacity.

MEANWHILE, Alroe has lauded VA's decision to upgrade its LAX route to daily from 26 Oct, saying it shows Virgin Australia's "clear commitment to Queensland".

Aulani stay pay deal

GUESTS can book four nights for the price of three at Aulani, a Disney Resort & Spa in Hawaii when booking before 30 Oct.

The offer is available for stays between 15 Aug-22 Dec, excluding 26 Nov to 29 Nov.

Guests who upgrade to a one- or two-bedroom villa will receive a \$100 per night resort credit for use in-house.

Expeditions CBD ads

BILLBOARD advertising at CBD railway stations in Sydney and Melbourne has been launched by World Expeditions.

The campaign will run for four weeks until 11 Aug & encourages commuters to picture themselves joining a small trek or adventure.

Creative for the campaign shows an image of a commuter alighting from a train into a remote setting.

TransAsia Air crash

INCLEMENT weather has been cited as a possible contributing factor to the crash of a TransAsia Airways aircraft this morning which resulted in 48 fatalities.

Sixth Langham Expo in Sydney



LANGHAM Hotels and Resorts around the world were on show to Sydney agents last night as the firm hosted its sixth annual expo at Doltone House, Hyde Park.

Representatives from several Langham properties around the world were on hand to meet with agents and answer questions, with drinks and canapes served.

These included three properties in the US, the original Langham London, properties in China and Hong Kong, NZ and Australia.

Team members from Eaton Hotels - Langham's lifestyle brand - were also on hand, as were reps from seven major airline partners who work closely with the Langham Hospitality Group.

Partner airlines including NZ, CX, QF, CX, UA, BA and EK were also in the house exhibiting their wares to attendees.

In addition, senior Langham management from corporate HQ in Hong Kong, including recently appointed ceo Robert Warman (**TD** 18 Mar) were in attendance.

Agents were encouraged to meet as many group properties and partners as possible, issued a blank passport on arrival and required to get stamps at each in

order to enter the prize draw.

Up for grabs was a swag of luxury rewards synonymous with Langham, including tickets to the symphony in Melbourne with Business class flights and hotel stays at Langham properties around the world, coupled with flights on partner carriers.

Next year will be the 150th anniversary of Langham Hospitality Group.

The company aims to mark the occasion with a range of celebrations focused on the journey taken from the opening of the inaugural Langham Hotel in London back in 1855 to today.

Australia is the third largest market for Langham Hotels & Resorts around the world, behind only the US and China.

"Australians love to travel and stay in Langham hotels," Langham global sales and marketing vice-president Simon Manning said.

Pictured above from left is The Langham Sydney sales and marketing director Shane Douglas, Langham Hospitality Group ceo Robert Warman, director of sales Pacific Sharon Byrne and vice-president sales and marketing Simon Manning.

WIN A TRIP TO MAURITIUS

In July, **TD** is giving readers the chance to win a holiday to Mauritius, courtesy of **Club Med and Air Mauritius**.

The prize includes return economy class fares to Mauritius with Air Mauritius, airport transfers and six nights accommodation at either Club Med Albion or La Pointe aux Canonnières, for two.

Every day this month **TD** will ask a different question about Club Med or Air Mauritius. The subscriber with the most correct entries and the most creative response to the final question will win this holiday.

Email answers to: clubmedcomp@traveldaily.com.au

Q18: Name 3 of the inclusions in a Club Med Premium All-Inclusive package.

Hint: www.clubmedta.com.au



Club Med
Premium all-inclusive resorts

AIR MAURITIUS

Terms & conditions

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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THE AA FAMILY IS GROWING

TRAVEL RECRUITMENT ACCOUNT MANAGER x 2

LOCATION: BRISBANE & SYDNEY

SALARY PACKAGE up to \$80K+ BONUSES

Due to maternity leave in both Brisbane and Sydney, AA is recruiting two talented account managers to service the recruitment needs of our top client accounts. Your role will involve interviewing candidates and assessing their career opportunities, short-listing talent for senior vacancies, reference checking, account management and business development.

You will enjoy an excellent salary plus bonus structure, advanced on the job and professional training, opportunity to work with the best names in the industry and long term career prospects; as well as access to our annual 5 star conference & other team perks including shopping vouchers & time off.

Ideally you will come from a strong corporate or retail travel background, with excellent client account management experience, strong communication and interpersonal skills and the ability to work well in a team.

Want to know more? Contact our MD today 02 9231 6377.

NEW ROLE – PART TIME

IMPLEMENTATION SPECIALIST

SYDNEY – SALARY PACKAGE \$\$

Do you understand client needs within the online space and have the ability to determine what solutions will provide value while helping achieve the proposed solution accordingly? Are you able to manage multiple responsibilities and deliver detailed and high level product demonstrations, training and coaching tailored to specifically capabilities to solve the prospect's critical business issues? Our client is looking for someone 2 days a week.

UNIQUE OPPORTUNITY

ONLINE SALES CONSULTANT

SYDNEY SALARY TO \$100K PLUS

Are you looking for the perfect mix of technology and sales? This role will see you increasing online brand awareness for this leading travel organization. Working with key internal and external stakeholders you will provide outstanding results for your customers. You will ideally come from a Corporate TMC background and have been involved in implementation or involved with an online booking tool. For more information send your CV today.

JOB OF THE WEEK

SENIOR RELATIONSHIP MANAGER

AUCKLAND SALARY TO \$90K ++

Be accountable for managing commercial relationships, maximizing revenue and profit generation via all distribution channels through your proven experience in a similar role. You will hold high level industry relationships, the ability to drive sales plans and strategy along with contract negotiation experience. Bring your leadership and innovation to this global industry leader.

NEW ROLE

PRODUCT MARKETING EXECUTIVE

SYDNEY SALARY TO \$85K ++

Rarely does this industry leader recruit within their marketing department however; they are looking for a forward thinking professional with extensive industry and marketing experience. You will ultimately be responsible for ensuring the company maintains their position within the market place. You will be proficient in working across multiple teams and identifying marketing opportunities. Don't miss out on this opportunity to grow your career.

YOUR LIFE IN EVENTS ONLY GETS BETTER HERE

EVENT DIRECTOR

SYDNEY – SALARY PACKAGE \$80K++

If your experience lies within conference & incentive program management and you have managed event teams, this is a rare opportunity to join an industry leader. You'll be well versed in the creation and delivery of unique, motivational and exciting events for corporate clients, including incentive groups, conferences and launches. This is the role everyone wants.

BUILD STRONG RELATIONSHIPS

CORPORATE ACCOUNT MANAGER

MELBOURNE – SALARY PACKAGE \$\$ + INCENTIVES

You will have the skills and knowledge to drive solutions for your clients improving expenditure and creating a lasting impression which will retain clients for the future. As a master of building relationships you will know how to develop those key connections and gain their trust in your ability to do the best for them. Be rewarded with a great salary and stable work company that see growth year on year.

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www.aaappointments.com/aus



Working in partnership with the Australian Travel Industry

Travel Supervisor

Brisbane. \$DOE. Ref:1233PS1

This growing online travel company have created a new role for an Assistant Manager to lead and motivate a medium sized team. You will need to have solid fares & ticketing experience, enjoy a hands on consulting role where you will also get to lead a small team and be happy to work to a 7 day rotating roster. A highly competitive base salary package is on offer along with a casual dress and friend work environment. An exciting time to be joining this growing company! Interviewing now!

For more information please call Peta on
(02) 9113 7272 or click [APPLY](#) now.

Luxury Cruise Consultant – Niche Product

Sydney - \$45K plus super – Ref: 1232RF1

Are you a high end travel specialist? Do you love your VIP clientele? We are looking for one lucky consultant to join our high end luxury cruise reservation team. As a VIP consultant you will have the very highest customer service ethic and have excellent communication skills. No GDS skills are required, just a passion for small ship cruising. The role is Monday to Friday only and a generous salary is on offer. This is a truly special role so you'll want to get in fast.

For further information please call Rebecca on
(02) 9113 7272 or click [APPLY](#) now

Academic & Special Interest Travel Consultant

Melbourne \$Competitive Ref:1180KF1

This successful corporate brand is currently seeking a dynamic individual experienced in corporate or leisure travel, to take on a corporate position in their company. This is a great opportunity to move into the challenging world of academic corporate travel management! This position requires looking after existing academic clientele, booking their business and leisure travel. Booking airfares, accommodation and ground transportation options available for them.

For more information please call Kate on
(02) 9113 7272 or click [APPLY](#) now.

Hotel Business Development Executive

Perth \$50-55K - Ref:1213LB2

Amazing 5 star opportunity! Do you love account management? Experienced in corporate sales? If you have current corporate experience with a proven sales record, then this leading hotel group are looking for you! Currently recruiting for a Business Development pro to assist with their ongoing expansion across the market. Only those with previous experience in corporate sales within either the hotel or travel industry will be considered. Fantastic rewards for a motivated BDE!

For more information please call Lauren on
(02) 9113 7272 or click [APPLY](#) now.

Online Travel Consultant

Brisbane. \$45K - \$52K DOE -Ref:1161PS90

An independent online travel company are recruiting due to growth of the business. Do you consider yourself a fares and ticketing whizz and prefer to deal with customers via email? Ideal candidates will have strong Galileo fares & ticketing experience, enjoy working in a relaxed casual dress office and be able to work autonomously within a small team environment. To be considered for this role you must be able to work rotating shifts from 0800-2200 & some weekend work on rota.

For more information please call Peta on
(02) 9113 7272 or click [APPLY](#) now.

Travel Sales Representative

Sydney – Competitive : 1154SJ3

A leading travel wholesaler is looking for a business development executive to help promote their niche product across the NSW travel market. If you are a travel consultant but want to move away from consulting then this is for you. Predominantly on the road you will visit clients & increase your company's market share while also sourcing new business. A golden opportunity for a candidate looking for a more diverse role with a real chance to progress in your travel career.

For further information please call Sarah on
(02) 9113 7272 or click [APPLY](#) now

Travel Consultant/Agent

Melbourne \$Generous Ref:1202MD1

Are you looking for career progression in retail Travel? Are you sick of working weekends? This boutique North Melbourne store wants you! Mon to Fri hours and all the perks that comes with working in the travel industry. Applicants must be confident, well travelled, positive and have proven sales ability. Working to sales targets, selling medium to high end products and destinations. You will be rewarded with generous salary package and a great team environment.

For more information please call Megan on
(02) 9113 7272 or click [APPLY](#) now.

Corporate Travel Consultants

Adelaide Base + Uncapped Comm - Ref:1203LB1

Work for this well respected travel management company, a unique brand which primarily will see you looking after academic and corporate itineraries. This is your chance to get a foot in the door with a corporate agency if you're a retail consultant, who is fantastic with airfares & ticketing! Great career progression within a global company if you are currently working in the corporate world already! Offering a great work / life balance this role is only Monday to Friday.

For more information please call Lauren on
(02) 9113 7272 or click [APPLY](#) now.



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Explore Fiji with our **PARADISE PASS**

Book a flight to Fiji with Fiji Airways and you can also purchase our Paradise Pass. This pass allows you to travel within Fiji on board our domestic airline, Fiji Link. It's your pass to travel hassle free in Fiji with international checked baggage allowance of 23kgs and travel between selected destinations, Nadi, Kadavu, Labasa, Savusavu, Suva and Taveuni. Paradise Pass on sale until 30 September 2014. For more information speak with your Fiji Airways representative or travel agent today.

