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Emirates UK fare sale

ECONOMY class return fares priced from \$2,110 to Manchester are available through Emirates as part of a UK special for travel until 31 May, when booked by 10 Mar.

Other UK destinations on sale include London Gatwick (\$2,116), London Heathrow (\$2,166), Birmingham & Glasgow (\$2,212) and Newcastle (\$2,216).

Premium fares are also on sale, with options to Heathrow priced from \$8,509 in Business class.

Hogan urges QF/VA truce

ETIHAD Airways ceo James Hogan says there is no reason why Qantas and Virgin Australia cannot both be profitable in the Australian domestic market, saying he'd like to see an end to the airlines' bruising capacity war.

Hogan didn't comment directly on Virgin Australia's strategy, but said he was strongly supportive of VA ceo John Borghetti and was looking forward to joining the airline's board.

Last night, Hogan revealed EY had achieved a record & third consecutive full year net profit of \$62m, up 48% on the year prior.

The Abu Dhabi-based airline's total revenue rose 27% to US\$6.1 billion including \$820m in

"partnership revenues".

Hogan also revealed a restructure of EY which will see the creation of the "Hala Group" of companies which incorporates a range of service businesses including travel and tourism management, Etihad Airport Services, group support functions and loyalty operations.

The new structure will see Hogan become Group President and ceo, with the creation of a new Chief Operating Officer role to oversee the day-to-day running of the core airline.

Recruitment for this key role is ongoing, Hogan said, while another position of Chief Operating Officer Equity Partners will also be created "to ensure an ongoing interface" between the airline and carriers where it has an investment such as VA.

Trafalgar's real deal

TRAFALGAR is continuing its "real deal" appeal to agents today, with the **front full page** of **TD** highlighting the operator's commitment to the travel trade.

Bonus commission, over 90% of UK/Europe departures guaranteed, insider experiences and early payment discounts are among the benefits on offer.

Today's issue of TD

Travel Daily today has six pages of news & full pages from:

- AA Appointments jobs
- inPlace Recruitment jobs
- Platinum networking

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Virgin Cruises coming

PLANES, trains, spaceships and hotels are already on Sir Richard Branson's travel menu & now has eyes set on the cruise industry, according to *Sky News UK*.

Reports suggest the billionaire is in the early stages of planning to launch a Miami-based cruise venture dubbed Virgin Cruises.

US corporate advisory firm Allen & Co has been appointed to oversee the development of the cruise operation, it is claimed.

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AW senior recruit

ADVENTURE World confirmed it has recruited former director of sales at Hotelbeds, Carole Perrin to the newly created role of head of sales (**TD** 16 Jan).

Perrin has 20 years travel and tourism industry experience.

At Hotelbeds, Perrin worked closely with wholesalers, travel operators, OTAs & agency chains, and has also previously worked at Destination NSW.

"Her leadership skills and experience across the industry will help to steer Adventure World towards new & continued sales growth," Adventure World md Fiona Hunt said yesterday.

Commencing mid-month, Perrin is the latest executive to join AW following the appointment of Rail Europe's Richard Leonard to the position of head of product last month (**TD** 04 Feb).

MU \$6.4b neo order

CHINA Eastern Airlines has signed a deal with Airbus for 70 A320neo aircraft worth US\$6.37 billion based on list prices.

The jets will be delivered from 2018 to 2020.

QF Sale Act "unshackled"

QANTAS has downplayed the impact of last night's government announcement about changes to the Qantas Sale Act (**TD** breaking news), saying that removal of foreign ownership provisions are an "important longer term objective to create a fair and free aviation market in Australia".

However the reality is that the move will have a limited chance of passing through the Senate, with Qantas saying it needs "immediate action to address the imbalance that has been allowed to persist for almost two years - namely Virgin's unlimited access to foreign capital from government-owned airlines to fund a loss-making strategy against Qantas".

Last night, Federal Cabinet resolved to repeal Part 3 of the Qantas Sale Act, allowing more foreign airline ownership of the national carrier while still limiting total overseas equity to 49%.

PM Tony Abbott said that Qantas was "best placed to compete and to flourish if it is unshackled and un-propped up by government" as he ruled out

other assistance for the carrier including a debt guarantee.

Qantas chairman Leigh Clifford said that the carrier is not afraid of competition, but current government policy doesn't allow an even playing field.

"Any illusion of a free market in Australian aviation has been shattered...aviation policy has allowed Virgin Australia to become majority owned by three foreign airlines that are themselves majority- or wholly-owned by their governments".

QF said that if the changes to the Qantas Sale Act are not passed, it would expect the government and the parliament to "consider alternative measures to balance the unlevel playing field in Australian aviation".

Platinum networking

THE next Platinum Networking Night, to take place at the Sydney Sofitel Wentworth on 27 Mar, is being strongly supported by the industry, with donations of auction items set to raise money for the Forestville Autism School.

The networking event, targeting senior managers across the travel, tourism and hospitality industries, is the brainchild of TMS Asia Pacific md Helene Taylor, with **Travel Daily** also a key partner in the event.

For details, see the **last page**.

QF's Taranto quits

QANTAS executive manager Customer Experience & Catering, Domestic Airline Sam Taranto has announced her May departure from the carrier after 10 years to pursue other interests.

Vale Trevor Haworth

THE Australian tourism industry is in mourning after the passing of Captain Cook Cruises' founder & original owner Captain Trevor Haworth AM on Sat, aged 82.

Haworth and wife Geraldine founded CCC on Australia Day in 1970, expanding the business from a coffee cruise Sydney Harbour sightseeing operation to the Fiji Islands, Murray River and the Great Barrier Reef.

In 1985, Haworth was awarded a member of the Order of Australia in the Queen's Birthday honours, becoming the inaugural tourism industry personality to receive the accolade from the Federal Government.

Captain Cook Cruises' Sydney & Murray River ops were acquired by SeaLink Travel Group in 2011.

SeaLink md and chief exec Jeff Ellison paid tribute to the late Haworth, commenting that he will be long remembered for his "considered and entrepreneurial approach but moreover as a statesman and icon in the founding and development of bringing international tourism to Australia."

He is survived by his wife Geraldine and children Anthony Haworth (director, Captain Cook Cruises Fiji/managing director of CCC Australian operation) Jackie Charlton Haworth (managing director Australia, CCC Fiji) and Allison Haworth (director CCC Fiji).

Haworth was recognised at the CLIA Australasia Awards in 2007 when he was bestowed with the Neil Frazer Award (now known as CLIA Hall of Fame) accolade.

His funeral will be held on Thu 06 Mar at St Mary's Church in North Sydney (corner of Miller St & Ridge St), commencing at 10am.



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Discover more

FC adds consulting division

FLIGHT Centre Travel Group has announced the creation of a new consulting operation, which will be headed up by Virginia Fitzpatrick, well known in corporate Australia as a specialist travel and procurement advisor.

The new consulting business will provide advisory services and “deliver value to corporate clients through professional consulting,” the company said.

Fitzpatrick has run her own consultancy operation for more than ten years, having established a strong track record of “re-engineering travel programs” for contracted TMCs, travel technology products, airfares, accommodation, car hire and expense management.

The FCTG consulting division will further expand the group’s professional services, products and travel management expertise, with Fitzpatrick saying she was excited to become a part of the Flight Centre group.

“I’m excited by the prospect of introducing to the market a new concept in advisory services that leverages the resources of a global company as well as my

own professional experience in consultancy,” she said.

Fitzpatrick said she was confident that the new offering would deliver “highly valuable insight and direction for businesses looking to boost their bottom line with innovative buying strategies and more competitive tendering”.

The new consulting operation will be formally launched to the market in the near future, Flight Centre said.

Sealink Qld contracts

SEALINK Travel Group has secured new five year contracts to operate ferry services from Townsville to both Magnetic Island and Palm Island.

Both are renewals of existing pacts, with SeaLink to operate up to 18 return trips per day on the 20 minute crossing to Magnetic Is.

The Palm Island contract lifts frequencies from four to five trips per week, with md Jeff Ellison saying the two new contracts secure the group’s future in Queensland, with over \$9m of annual revenue for the company.

QR breakfast seminar

MELBOURNE-BASED agents are invited to attend a Qatar Airways hosted Scottish Breakfast at 7:45am at the Windsor Hotel ahead of the oneworld carrier’s launch of Edinburgh services.

There are 50 spots available for independent agents to participate on the 13 Mar event & 20 spaces for a dedicated Flight Centre Ltd brekkie on 20 Mar - RSVP by Fri to melsales@au.qatarairways.com.

Busabout famil opp

AGENTS have the chance to earn a place on an Eastern Europe Famil operated by Busabout in Aug based on booking activity.

It’s the very first time Busabout will operate a joint famil with partners Haggis and Shamrock.

The eight-day trip is supported by Emirates & will visit Belgrade, Sarajevo, Mostar and includes a Croatia sailing adventure.

Bookings made with the firms between Mar and Apr will see agents accumulate points based on products sold, with 15 sellers earning a place on the trip.

More at www.busabout.com.

OTG internet outage

ON THE Go Tours is advising the firm’s internet service is down today and agents should contact the company on 1300 855 684.



Window Seat

TOURISTS may soon be able to pay for a ticket to explore the deepest parts of the world’s oceans, including the Mariana Trench - 11km below sea level.

French visionary Jacques Rougerie has announced he has secured funding for the development of SeaOrbiter, a scientific centre and vessel capable of reaching the furthest depths of the world.

Believe it or not, monies have been sourced via Crowdfunding websites, with Rougerie inviting the Top 600 donors onboard once the project is completed.

The mammoth project will include accommodation for 22 research scientists to carry out their experiments, deploying research craft to gather data on millions of estimated life forms never before observed.

Construction of the laboratory is expected to be completed within two years and if popular, additional SeaOrbitors could be built for different oceans.

A pressurised space simulator will be used to prepare people to travel to the sea floor, with no indication SeaOrbiter won’t be available for commercial operation in the future.

Ski Travel Consultant – Wholesale

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Ideally the hours would be 9.30am to 4.30pm and covering Monday, Wednesday and Friday.

Kindly respond with your CV to wiltrans@wiltrans.com.au in confidence

Travel Daily en route to Bali, Indonesia

Today's issue of *TD* is coming to you via inflight internet courtesy of Garuda Indonesia, which tomorrow will officially join the SkyTeam alliance.

THE SkyTeam alliance will significantly boost its presence in Australia with the much-anticipated accession of Garuda to its ranks, at an official ceremony in Bali tomorrow.

SkyTeam's ranks will be boosted to 20 carriers including several which operate online services here, such as Delta Air Lines, China Southern, China Eastern, China Airlines, Korean Air and Vietnam Airlines.

Air France and KLM are also members of SkyTeam along with Kenya Airways, Aerolineas Argentinas and many more.

SkyTeam says its membership gives it a "solid number one position in the Greater China region," with the alliance actively seeking more members in growth areas of the world such as Brazil and India.

Many of the member airline bosses will gather in Bali for the occasion, with *Travel Daily* also on location to report on the event - see the full details in *TD* this week.

New Choice hotels

FOUR hotels in regional and suburban regions of New South Wales and Victoria have been added to Choice Hotels Australasia's portfolio.

The additions include the newly acquired 4-star Quality Hotel Monte Pio in Maitland and the 3.5-star Comfort Resort Moby Dick in Yamba on the NSW coast.

In Victoria, the Quality Suites Beaumont Kew is now taking bookings ahead of its 01 Apr addition to the CHA network, joining the 3.5-star Comfort Inn Greensborough in Melbourne's northern suburbs in the group.

Bunnik incentive

BUNNIK Tours is rewarding travel consultants booking any new South & Central America group tour or cruise with a \$50 Coles-Myer voucher.

The new incentive runs until 17 Apr and applies to deposited bookings travelling between 03 Mar 2014 and 30 Mar 2015.

Agents will earn a voucher on a per person booked basis.

Land only bookings are also eligible for the incentive when they are South & Central America small group tours or South America Cruise and tours.

CLICK HERE for more details.

Ukraine DFAT advice

ESCALATING tensions in Ukraine has seen the Department of Foreign Affairs & Trade today elevate its travel advisory for the entire country to 'Reconsider your need to travel'.

Aussies are urged to avoid all areas where demonstrations and large gathering are evident.

Qatar 7-star hotel

A NEW Doha Zoo and hotel project have been proposed for Qatar aimed at luring more tourists to the Gulf state.

According to project planners, a 71 hectare site in Al Waab will become home to the attraction which will feature lions, tigers, gorillas, giraffes and elephants.

To cater for Qatar's heat, the zoo will have an innovative biosphere roof system, allowing it to rain every hour.

Within the zoo will be an "exclusive seven-star resort" treehouse style accommodation dwelling, along with a five-star rainforest hotel and another four-star family resort.

Planners Ashghal hope to have the attraction in operation by 2020 and estimate it will attract about 1 million visitors annually.

Qatar Tourism Authority last week confirmed it has allocated US\$45b to develop the emirate's tourism industry by 2030.



HWT team leap into local expos



RECORD crowds crammed into the annual Mackay Travel Expo, held recently, with locals all keen to grab one of many great deals.

The event was coordinated by the Harvey World Travel outlets in Mackay and nearby Mt Pleasant, with general manager Steven Boxall saying official numbers were up at least 1,500 on 2013.

Key suppliers were also in attendance, hosting a number of well attended presentations.

Traveller feedback led to the introduction this year of a health and wellbeing pavilion at the

expo, which included displays by local gyms and activity suppliers.

Pictured above at the show are some of the local HWT team, comprised of Leah Hughes, Alyce Tweddle, Laura Fordyce and Matthew Perre.

More pics at traveldaily.com.au.

explora boss departs

SOUTH American eco-adventure operator explora has confirmed the departure of ceo Jesus Parrilla who has joined San Diego based firm Titan SEO.

After Hours Corporate Travel Consultant Weekend and Evening Work

We have a new position available for an experienced travel consultant who has thorough knowledge in fares and ticketing. This is a great role which services all enquiries out of business hours. It has great flexibility and is based on a rotational roster. Great for an experienced corporate travel consultant looking to return to work. Must have corporate travel consulting experience to apply.

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You will make new bookings and service existing bookings. A high level of customer service. Be a problem solver, for last minute issues that arise. Ability to work well under pressure, and a high level of accuracy and attention to detail.

Most importantly you need to have thorough knowledge of at least 1 GDS and be proficient in self ticketing.



To apply for this corporate travel position please email your resume to mena.clark@24x7solutions.com.au

Protest consolidation

RALLY leaders in Bangkok have opted to consolidate protest sites from three to one, with downtown traffic flow restored around the MBK & Paragon shopping districts.

Despite the back-off, the State of Emergency in Bangkok will remain in place until 22 Mar, DMC Destination Asia said.

Muster assembly

NORTHERN Territory Minister of Tourism Matt Conlan says over 200 travel agents are expected to participate at Tourism NT's annual NT Muster this week at events in Sydney and Melbourne.



Money

WELCOME to *Money Talk*, **TD's** Tue feature on what the Australian dollar is doing.

\$1AUD = US\$0.89

UNREST in Ukraine is currently the major influencer on global currency markets, with Russia's move to intervene in Crimea leading to heightened uncertainty.

This has seen traders move away from higher yielding currencies such as the Australian dollar, seeing the A\$ drop slightly over the last week or so.

On the other hand, stronger data from China has had an upward influence on the Australian dollar, but there's mixed sentiment due to the timing of Chinese New Year which may have affected the figures reported this week.

Today the Reserve Bank issues its monthly statement, with analysts not expecting major changes from its Feb stance.

Wholesale rates this morning:

US	\$0.890
UK	£0.534
NZ	\$1.059
Euro	€0.648
Japan	¥90.22
Singapore	\$1.127
China	¥5.296
South Africa	R9.666
Canada	\$0.982
Crude oil	US\$102.59

Sherry Garden Is push

CARNIVAL Australia ceo Ann Sherry has today lauded the NSW Government's decision to revamp Sydney's Overseas Passenger Terminal (**TD** 10 May), but has again urged for greater access to the Garden Island naval base.

Speaking at a Friends of Tourism event at Parliament House, she said shared long term cruise ship access to Garden Island should be a "priority issue" for Sydney.

Best Beer food safari

CELEBRITY cook Maggie Beer has teamed with chef Mark Best to host the seven-night 2014 Kangaroo Island Food Safari at Southern Ocean Lodge.

The itinerary includes daily expeditions to locate Kangaroo Island's best produce and is priced at \$7,350ppts inclusive of flights between Adelaide & Kangaroo Island, cooking demos, all dining & premium beverages. Phone (02) 9918 4355.

Worldhotels partners

INDEPENDENT upscale hotel representative Worldhotels has expanded its partnership with Portugal's Tivoli Hotels & Resorts group, adding four of its properties to the network.

Tivoli properties added to the group are located in Lisbon, Sintra and two in Vilamoura.

The additions take the number of Tivoli hotels in the Worldhotels representation group to 12.

NSW Socceroo coup

NSW Premier Barry O'Farrell has announced Sydneysiders will have the last chance to wish the Socceros farewell ahead of the FIFA World Cup in Brazil.

The Socceros will play South Africa at ANZ Stadium on 26 May just days before the team flies out for the World Cup, a coup for the NSW Government and its tourism agency Destination NSW.

Ethiopian to Vienna

STAR Alliance carrier Ethiopian Airlines is adding Vienna to its network with new four weekly services planned for a Jun debut.

CEO Tewolde Gebremariam said the Austrian capital - as one of the most popular convention and conference centres in Europe - was a key African connection.

Royal tour itinerary

PRINCE George and his parents, the Duke & Duchess of Cambridge will visit a multitude of Australian cities and landmarks as part of a 10-day Royal Tour in Apr.

Sydney and the Blue Mountains, Brisbane, Uluru, Adelaide and Canberra will all feature in the tour, along with several suburban centres in Elizabeth and Manly.

The family will attend an official reception at the Sydney Opera House, meet volunteer firefighters & lifesavers and attend the ANZAC Day March in Canberra.

New Kazak carrier

A NEW state-owned domestic airline in Kazakhstan is set to be launched, with flights using a fleet of Bombardier Q400 aircraft scheduled to begin next year.

Air Kazakhstan will be a regional offshoot of flag carrier Air Astana.

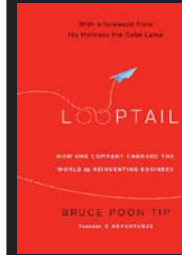
JQ hotels with Agoda

JETSTAR has signed a deal with Asian OTA Agoda for the provision of hotel content for its dynamic-priced packaged holidays booking service on jetstar.com.

The new accom link for the Qantas subsidiary does not affect JQ's existing link to hooroo.com, which remains the site's supplier of standalone hotel content.

WIN 'LOOPTAIL' BY BRUCE POON TIP

Every day this week, **Travel Daily** is giving one lucky reader the chance to win 'Looptail' by Bruce Poon Tip and T-shirt, Courtesy of **G Adventures**.



'Looptail' is the extraordinary true story of Bruce Poon Tip and how, with only two credit cards

and a burning desire to create an authentic travel experience, he created G Adventures, the world's most successful adventure travel company. Bruce reveals his unusual management secrets that allowed him to keep growing his company, his employees fully engaged, and his customers extremely happy.

To win, be the first person to email the correct answer to the question below to:

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What age did Bruce start G Adventures?

Congratulations to yesterday's winner Suki Harrison from TravelEdge

Client Relationship Manager/ Team Leader

Travel Daily is Australia's leading travel trade publisher, with a portfolio of publications also including **Business Events News**, **Cruise Weekly**, **TD Cruise Update** and **Pharmacy Daily**.

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- A passion for excellence and an eye for detail
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A generous salary package will be provided, commensurate with experience. If you would like to join the leading industry publications please send a covering letter and your current resume to jobs@traveldaily.com.au by Wednesday 12th March 2014.

AFTA UPDATE

The latest updates from AFTA's
Chief Executive, Jayson Westbury



THIS past weekend, the travel & tourism industry lost a great pioneer in Captain Trevor Haworth AM with his passing. He was 82. Captain Haworth is known to a great many across decades of loyal industry people and he will be missed, not only for his passion and quiet & gentlemanly-like leadership, but his uncanny sense of humour, style and generosity. Trevor was a true believer in Australia and many would say, before his time. From the 70's, the 80's, the 90's and throughout the 00's, Trevor was a formidable figure in the travel and tourism conversation and a key influencer on how the industry should "get on with it".

Indeed, this contribution continued in his own quiet way over the past 10 years. Trevor never stopped believing in the Australian travel and tourism industry and no doubt the industry will never stop believing in him. I have fond personal memories of taking part in meetings in which Trevor would bring a genuineness that went well beyond his own commercial interests. This is something that makes a man great and a value for which I am sure many will remember him. Over the past 40 or more years, Trevor has been a contributor to many industry associations, giving of his time, knowledge and network for the greater good of the industry that he has served without seeking applause or praise, but with an amazing dedication in a distinguished manner that will stand as an example to many for decades. Vale Captain Trevor Haworth, we will remember him, he was a great man who gave a most outstanding contribution to his industry and who will leave a legacy to which I am sure his family is extremely proud. A service will be held on Thursday 6th March at 10am in North Sydney. Deepest sympathies to the Haworth family one and all.



JAL ok on QF Tasman

QANTAS has obtained approval from the International Air Services Commission to enable Japan Airlines to codeshare on its metal on the New Zealand route. (TD 05 Feb), effective today.

The 10-year determination permits unlimited passenger and freight capacity across the Tasman.

In making its decision, the IASC said it considers it is unlikely that JAL would operate its own flights between Australia and NZ, and therefore unlikely for the carriers to be in competition absent the codeshare arrangement.

New Triometric client

INDUSTRY technology provider Triometric has announced it has signed a deal with online accom wholesaler Hotelbeds to integrate its Web Services Analyser solution to drive sales growth and product innovation in key & new markets.

Lastminute Vic pitch

WOTIF Group hotel retailer Lastminute.com.au has launched a new promotional campaign in conjunction with Tourism Victoria focused on health and wellbeing experiences in regional centres.

The pitch will focus on natural beauty in the town of Daylesford and surrounding regions, with a range of special stay and relax offers available until 30 Mar.

Centara grand butler

BUTLER service will be available to guests of Centara Grand hotels and resorts who book one of the brand's top suites or villa room categories, the firm has advised.

The division currently offers its five-star Centara Grand brand in six Thai destinations as well as Bali, the Maldives and Mauritius.

Hosts in service have all been trained by former butler to Queen Elizabeth II, Paul Brown.

Dancing to UK's tunes

STA Travel and VisitBritain have joined forces to promote the UK to Australian travellers through the most famous British bands, music festivals & concert events.

The campaign will run for the month of Mar, with travellers encouraged to create the ultimate British Festival playlist via Spotify. For more details, [CLICK HERE](#).

Riding short of breath

EXTREME Bike Tours is offering a 5% discount on its 14-day Tibet motorcycle tour, departing on 21 Sep for bookings made by 07 Apr.

The ride will include a visit to the Everest Base Camp, 1,400m above aircraft pressurisation minimums.

QR 787 Africa focus

QATAR Airways has announced it will boost flight frequencies to Johannesburg from seven to 10 weekly effective 01 May, at which time it will shift aircraft used on the route to an all 787 operation.

The Doha-based airline will also switch aircraft flying to Cape Town in South Africa and Maputo in Mozambique from the same date to its two-class 254-seat Boeing 787-8 *Dreamliner*.

WIN A MAGICAL WINTER ESCAPE TO NEW ZEALAND

100% PURE NEW ZEALAND



Throughout March, **Travel Daily** is giving readers the chance to win a five night holiday to Queenstown for two valued at over \$3,500, courtesy of **Tourism New Zealand** and **Air New Zealand**.

The prize includes two return economy class airfares from Sydney to Queenstown with Air New Zealand, five nights accommodation at Millennium Queenstown, a 3-day ski pass and rental from NZ SKI and Kawarau Bridge Tandem bungee tickets from AJ Hackett.

Every day this month **Travel Daily** will ask a different NZ-related question. The subscriber with the most correct entries and the most creative response to the final question will win this magical holiday.

Q.2: What aircraft type does Air New Zealand fly Queenstown from Australia?

Email your answers to: newzealandcomp@traveldaily.com.au.



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NEW EARN TOP \$\$ IN CORPORATE CORPORATE TRAVEL CONSULTANT SYDNEY – SALARY UP TO \$90K OTE

This is your opportunity to get paid what you deserve as a corporate consultant. Our client is one of the global leaders in the travel industry and this is your chance to get paid what you deserve. With fabulous benefits such as free gym, discounted health insurance, continued training and career progression. Self manage your own portfolio of corporate client and watch your bank balance soar. If you have 2 years experience in corporate travel, strong GDS and fares knowledge, apply today for this great role.

HIT THE SLOPES WITH THIS NEW SKI ROLE! RETAIL TRAVEL CONSULTANT

MELBOURNE (INNER) – SALARY PKG UP TO \$50K + (DOE)
We have a sensational NEW position in Melbourne that will see you stepping away from the everyday Bali and Thailand packages and into a role where you can specialise in all things SKI! This forward thinking company now requires a consultant to join their growing team. Assisting direct passengers with their ski holidays to Japan, New Zealand and more you will create unforgettable land arrangements and package these up with flights! Monday – Friday hours only and amazing famils on offer! Apply now!

EAT PRAY LOVE!

**INDIA AND SRI LANKA RESERVATIONS
PERTH (INNER) – SALARY PACKAGE UP TO \$50K + (DOE)**
Travel experts in Perth, have you just returned from your own East, Pray love adventure? Put your personal travel experiences to good use with this India and Sri Lanka Reservations role in Perth! You will service your loyal travel agents with their tailor made holidays throughout India and Sri Lanka. From Tigers to Temples to the beaches of Sri Lanka, You will work Monday – Friday hours only and finally receive that better work life balance! Apply today to find out more about the rare role in Perth. Min 2 years experience.

NEW HIGH END RETAIL BLISS IN MELBOURNE! RETAIL TRAVEL CONSULTANTS

MELBOURNE – SALARY PKG UP TO \$50K + (DOE)
Senior Travel Consultants in Melbourne, we have a brand new opportunity that will see you moving into a well established office and servicing the discerning traveller with their worldwide leisure holidays! This role will see you moving away from the time wasters and into retail bliss! Working Monday – Friday hours only this position will see you finally putting your consulting skills to good use and will allow you to create unforgettable experiences! If you have at least 5 years industry experience we want to hear from you.

WANTING TO DIVE INTO THE DEEP END? RETAIL CRUISE CONSULTANTS BRISBANE, GOLD COAST & SUNSHINE COAST

These exciting roles will suit those of you wanting a career change, with several locations on offer. Not only will you be specialising in selling cruises to worldwide destinations but you will also book land, flights, car hire, travel insurance and more. You will be fully trained up on a variety of cruise line systems and not to mention that you will even get to experience the ships first hand with famils and ship inspections. Min. 12 months travel industry exp required. For your chance to sail into the sunset call us now!

ESCAPE SALES TARGETS! TRAVEL SUPPORT CONSULTANT BRISBANE CBD – UP TO \$49K PKG

Here's your chance to escape face to face consulting. As a support consultant you will be involved in day to day admin tasks, working with team members to achieve results, providing support and assistance for internal partners as well as developing and maintaining relationships with them. Previous wholesale or retail exp is a must. Not only will you get the rare chance to jump behind the scenes but earn a solid salary package and enjoy a work life balance. We have the answer to your prayers, APPLY TODAY!



No or No Idea? The impact of the unsuccessful applicant

Read the latest inPlace blog



Ben Carnegie

International Event Travel Manager- Syd

- ▶ Leading Event Organiser
- ▶ Innovative & Inspiring programs
- ▶ Salary from \$65K

The opportunity to join a company like this only comes around every so often. This is a highly professional organisation, dedicated to providing excellence in event delivery, travel coordination and customer service.

Experience required to be successful in this role includes: extensive consulting experience (in a combination of retail & corporate is preferred) with FIT and groups exposure. Client relationship management and strong negotiation skills. GDS experience is essential & previous involvement in staff management is an added bonus.

If you have been working as a retail store manager & have been seeking the next step in your career, this could be the change you have been looking for! Use your superior destination skills to provide your clients with the ultimate service experience whilst also adding variety & new challenges you may not have experienced in retail.

Call Ben or [click here](#) for more details

Domestic Corporate Travel- Sydney

- ▶ Sydney North Shore, close to transport & cafes!
- ▶ Well respected TMC with great management team.
- ▶ Salary from \$45K + super

Bigger is not always better! Work for this boutique TMC & gain well rounded exp & enjoy the variety of a smaller business. Beautiful offices with a friendly atmosphere.

Call Ben or [click here](#) for more details

Travel Accounting Software Helpdesk- Syd

- ▶ 2 positions based in Sydney CBD
- ▶ Monday to Friday ONLY!
- ▶ Put your natural problem solving abilities to good use

If you are an experienced travel consultant, strong on your GDS & Tramadax, SAM or Crosscheck - this role offers variety where no two days will be the same!

Call Ben or [click here](#) for more details

Specialist Cruise Consultant - Sydney

- ▶ Multi award winning agency - inner west location
- ▶ Monday to Friday only
- ▶ Excellent salary - depending on experience

Is it the passion for cruising that gets you out of bed everyday? If you have experience selling cruising in a retail environment, then join this team of cruise professionals.

Call Sandra or [click here](#) for more details

Luxury Travel Sales Representative - Mel

- ▶ 50/50 Account Mgt & New Business Development
- ▶ Based in Melbourne managing VIC, TAS & SA territories
- ▶ Salary \$60K + super + car allowance + incentive

Our client is an award winning travel wholesaler. Looking for a well-connected Sales Rep to manage & grow an extensive retail portfolio promoting this luxury brand.

Call Ben or [email](#) for more details

Business Development Mgr Corp. - Perth

- ▶ Multi award winning TMC
- ▶ Highly autonomous role
- ▶ Attractive salary base plus incentives and benefits

Bring your solid network of contacts to this successful corporate agency that is known for its employee engagement and focus on career opportunities.

Call Sandra or [click here](#) for more details



Platinum

Networking Night

TMS Asia Pacific have partnered together with key players to bring you.... Platinum Networking Night, an event especially for Executive & Senior Managers in the Travel & Hotel Industry. This event is a traditional mix of free food, drinks and great networking.



27th March 2014
6pm - 9pm

Venue Sofitel Sydney Wentworth Level 5, 61-101 Phillip Street, Sydney
Limited to 100 guests

RSVP to nathan@tmsap.com By 13th March 2014

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Charity Auction – Guests are invited to bid on this exciting holiday package with the proceeds going to an Autism School in Forestville

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