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**Travel Daily**  
First with the news



Friday 7th March 2014

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## TA seeking new air routes

A HIGH-LEVEL delegation made up of Australian airport bosses & state tourism authority heads will travel to Routes Asia 2014 in Malaysia with a goal of encouraging airlines to operate new air services into Australia.

Routes Asia 2014 is scheduled to begin this weekend in Kuching, running until Tue and offering business opportunities among 800 representatives of 90 airlines, 230 airports and 20 Asia-Pacific tourism promotional authorities.

Australia's delegation will comprise BNE, CNS, DRW, OOL, MEL, SYD and PER airports, along with Destination NSW, Tourism Victoria, Tourism NT and Tourism WA, all on the 'Australia stand'.

The united approach by the Australian delegation will provide a competitive advantage in luring new air capacity and routes, TA executive general manager destination development Katherine Droga said.

"Despite the successes we've enjoyed in recent years, we still need significant and sustainable increases in both international and domestic aviation capacity

if Australia is to achieve its long term growth aspirations".

Tourism Australia will oversee more than \$34 million in long-term agreements this year, made up also of \$17 million in its aviation budget, which it plans to invest with 24 airlines during the 2013/14 financial year.

Droga added the increasingly targeted strategy being applied in the aviation arena, comprised of partnerships and alliances between airlines and airports, was helping to generate new services to destinations across Australia.

### Club Med free nights

CLUB Med is promoting 'Stay Pay' deals at resorts in Thailand & Indonesia for stays between 01 May-31 Oct, when booked by 30 Apr - more details on **page nine**.

### Seven pages of news

Travel Daily today has seven pages of news & photos, plus full pages from (CLICK) :

- AA Appointments jobs
- Club Med
- Travel Trade Recruitment

### New Qantas routes

QANTAS has this afternoon announced five new regional routes to its domestic network.

The routes include a daily service between Brisbane & Port Macquarie (starting 01 May), a weekly Melbourne-Coffs Harbour service (from 07 Jun), weekend flights on the Sydney-Hervey Bay route (from 17 May), up to three weekly services from Sydney to Hamilton Island (from 02 Jul) and nine weekly services between Brisbane and Miles (from 14 Jul).

### Tasty tickets giveaway

CELEBRITY Cruises and *Travel Daily* are today giving away three double passes to the *Taste of Sydney* food festival, which features the "Celebrity Cruises Lawn Club".

Today's tickets are in addition to the two given away in yesterday's **TD Cruise Update**.

To enter, send in your answer to the following question:

*What must-have item should be in the perfect picnic basket on Celebrity Cruises' Lawn Club?*

Email your entries by COB today to [tasteofsyd@traveldaily.com.au](mailto:tasteofsyd@traveldaily.com.au).

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# Travel Daily

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Friday 7th March 2014

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## French rail back on Eurail Select Pass

FRANCE'S SNCF rail operator has confirmed that it will rejoin the Eurail Pass, after 12 months of "reduced participation" in the program.

Effective 01 Apr, it will once again be possible to travel in France on a Eurail Select Pass, with this product being relaunched to offer a "four country" option, allowing customers to tailor-make their own pass by choosing four out of the 26 participating countries in which to travel.

"By fully including France again, the Eurail portfolio is complete and presents itself as lean and strong for the upcoming high season," said Eurail sales & marketing mgr Silvia Görlach.

The former Three and Five country Select Passes will still be available for purchase until 31 Mar, without France; after that date only Four Country select passes will be available.

Up to 31 Mar there's also an earlybird offer on the popular Global Pass, offering free extra travel days - for details see rail wholesalers.

## Back-Roads making inroads

**BACK-ROADS** Touring general manager Sarah Clark says the firm's market share in Australia is on the rise with support spread across all travel agency networks.

The niche tour operator offers a range of small group (16-18 pax) tours in Europe and the UK, this year witnessing a 70% increase in summer sales compared to 12 months earlier (**TD** 11 Feb).

Back-Roads Touring was sold 5 years ago to James Nathan who manages the business' day-to-day operation, with Aussie Steve Reynolds based in the UK as gm.

Ties with Flight Centre, which has

a part ownership in the business, has not restricted growth.

Clark said Back-Roads was not afraid to hide its link with Flight Centre, but added the retail giant has little to do with its operation.

She told **Travel Daily** yesterday take-up of Back-Roads product by agency groups outside Flight Centre "has been fantastic."

"Flight Centre are very big supporters of the product but there's some other agencies that have found Back-Roads a great option to sell to clients."

"Agents are looking to secure a client for life so they are ensuring they are providing the right product for them - so ownership of the company doesn't come into the equation," Clark told **TD**.

Growth has seen the company appoint two dedicated Back-Roads Touring reps in Melbourne and Sydney "purely focused on agents outside of the Flight Centre group," she said.

Back-Roads Touring's recently appointed brand manager Hugh Houston said relationships with other agencies were "quite strong"

More from Back-Roads on **pg 4**.

## QF, VA index changes

**THE** quarterly rebalancing of the S&P Dow Jones Australian Stock Exchange indices has seen Qantas removed from the A&P/ASX 50 index.

Virgin Australia was also taken off the S&P/ASX 200 index, while recently listed travel insurance specialist Cover-More Group moved into the S&P/ASX 300.

The rebalancing occurs following a review of the market capitalisation of each company.

## EK: QF alliance works

**EMIRATES** chief commercial officer Thierry Antinori has revealed the carrier's alliance with Qantas had helped improve yields, and in particular boost Business class pax numbers.

Speaking at the ITB tourism fair in Berlin last night, Antinori was responding to media queries about Qantas' restructuring plans and its ongoing heavy losses in the international division.

"For Emirates, it's working. We are satisfied with this deal," Antinori said, adding that the stronger premium loads had helped to more than offset yield pressures in Economy class.



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## \$50m boost for EMDG scheme

**CHANGES** to the Federal Government's Export Market Development grant scheme, announced yesterday, could potentially be of significant benefit to the tourism industry.

The program aims to assist Australian exporters of goods and services by providing matching grants for businesses looking to move into new markets.

The changes were foreshadowed by the coalition's pre-election policy, with enabling legislation now having been introduced into federal parliament.

Under the changes, funding for the scheme will be boosted by \$50 million, while the eligible expense threshold will be reduced from \$20,000 to \$15,000.

The number of grants able to be received by an applicant will also be increased from seven to eight.

Payment of grants will also be able to be processed more quickly under the new arrangements.

The National Tourism Alliance welcomed the move, with chair John Hart saying that tourism and hospitality businesses will welcome the changes.

"These grants help a wide range of businesses across Australia, from land and boat tours and safaris, amusement parks, accommodation, specialised food and restaurant services, museums, parks, gardens, specialist retailers and transport operators, who are all part of the \$41 billion tourism and hospitality industry in Australia," Hart commented.

### APT Burma air deal

APT is offering a companion fly free deal when booking one of its new Burma holidays of 16 to 20 days duration departing between 20 Feb and 14 Apr 2015.

The flight offer includes taxes - a saving of up to \$1,670 per couple.

## FC expands corporate hotel offering

**FLIGHT** Centre's Corporate Global Product division has announced partnerships with Shangri-La and the Denihan Hospitality Group to expand its 2014 Global Hotel Program.

FC Corporate global product leader Andrew Gallard said the new arrangements give Flight Centre's corporate brands, including FCM Travel Solutions and Corporate Traveller the ability to offer clients a greater selection of accommodation, particularly in Asia and the United States.

The global Shangri-La deal will also cover the Traders and Kerry brands, along with the new 72-storey The Shard property in London, while Denihan includes the Affinia, Benjamin, James and Surrey accommodation brands.

Gallard said the aim is to give corporate pax a hotel program that provides the choice, quality and service style they need.



## Window Seat

**THIS** is a little awkward.

A woman in Glasgow has been named the city's 87th most popular tourist attraction, after she was somehow listed on TripAdvisor as a museum, reports *The Scotsman*.

Mary Johnston, 60, says she is baffled as to how it happened - not to mention already receiving two five-star reviews.

The newspaper said she's currently ranked 18th out of 29 museums in the city, just two spots behind the Glasgow Gallery of Modern Art.

The report also points out that Mary is rated more highly than the Hydro concert venue which recently featured a performance by music superstar Beyonce.

It's suspected that the listing is the work of a practical joker.

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## Taking the road less travelled

**BACK-ROADS** Touring is ramping up its presence in the Australian market on the back of "massive" sales growth here (see **page one**).

The UK-based touring company is represented in Australia by Topdeck as its GSA.

GM Sarah Clark told **TD** the firm has been steadily increasing brand awareness for Back-Roads, with two recent print bursts of consumer advertising drawing more interest for this summer.

Coupled with more agents experiencing Back-Roads' product in-person and word-of-mouth, "there has been a ripple effect of growth across the brand," she said.

At its Australian HQ in Brisbane, Back-Roads now has its own designated reservation specialists, supported by two reps on the road and a brand manager, Hugh Houston.

Houston told **Travel Daily** that Back-Roads Touring product "sits in a spot in the market place that

wasn't catered for," with groups of no more than 18 which "really delve deep into regional areas of France, the UK and Europe."

"If you want to go visit Paris & Rome in five days, we are not the company to go with," he said.

The former Sunlover Holidays gm of sales & marketing said Back-Roads immerses guests in the culture of each destination & with such small guest numbers, trips could be fine-tuned to allow greater flexibility on the road "for more or less time, here & there."

Houston said the slower trip pace (most departures are after 9am), avoiding freeways, culinary experiences & luxurious Mercedes mini-vans used were getting "sensational" feedback.

To keep stimulating the market, Back-Roads Touring has released a \$300 per couple saving on 2014 itineraries for travel until Nov.

More coverage from Back-Roads Touring in **Travel Daily** next week.



## More time on CCC Fiji

**CAPTAIN** Cook Cruises Fiji is adjusting the disembarkation time for its four-night Northern Yasawa Islands cruise aboard *MV Reef Endeavour* at Port Denarau Marina from the current 9am to midday, effective 01 Apr.

Passengers inconvenienced by the later arrival to meet transfers or flights can arrange a transfer from Vuda Point to Nadi Airport priced at F\$80pp (AU\$50).

## Air NZ bump up Japan

**A JOINT** campaign between Air New Zealand and Tourism New Zealand to promote the country to the Japan market has reaped rewards, with demand resulting in extra flight services.

Air NZ said it was adding around 30% extra capacity to service the Japanese market from mid-Nov to the end of Mar next year.

During the period, Air NZ will operate 10 weekly service from Auckland to Tokyo Narita, three of which will fly via Christchurch.

## Cote d'Ivoire advisory

**THE** Dept of Foreign Affairs & Trade has lowered its overall travel advisory for Africa's Cote d'Ivoire to 'Exercise a high degree of caution' citing the "threat of a terrorist attack."

Further, DFAT's Smartraveller website warns of the Ivory Coast country's "unpredictable security environment."

## More G Family trips

**AFTER** a 300% spike in family bookings in 2013, G Adventures has added seven new trips to its newly released 2014/15 program.

The firm said its Asia offering has been popular with Australian families, led by Thailand & China.

Trips are suitable for youngsters aged 4 & up and include activities for both adults and children.

Itinerary options include the Western USA Family Adventure operating roundtrip from Las Vegas, priced at \$2,499 per adult and \$2,399 per child (based on kids aged 8+ years).

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## Halfway for QF repeal

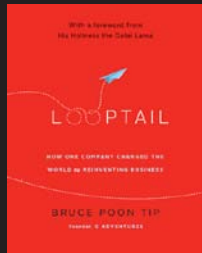
**AMENDMENTS** to the Qantas Sale Act have passed Australia's Lower House but are expected to be defeated in the Senate, *ABC News* has reported.

The Qantas Sale Amendment Bill was introduced yesterday but both the Greens, who currently hold the balance of power in the Senate, and incoming holders, the Palmer United Party, are both against the proposed changes.

Labor is against the changes on the basis of stopping Qantas from moving local jobs overseas.

### 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:

[looptail@traveldaily.com.au](mailto:looptail@traveldaily.com.au)

*What does CEO stand for at G Adventures?*

Congratulations to yesterday's winner **Josef Seddon** from **RAC Travel**.

## Spencer cruise affair

**OCEAN** and river travel on small and boutique ships will be on display at The Cruise Affair, a new roadshow event to be hosted by Spencer Travel Eastside on 12 Mar.

In attendance will be a mix of small ship cruise operators ranging from luxury & expedition to traditional masted sailing ships including Windstar Cruises, Star Clippers, Lindblad Expeditions, niche wholesaler Micro-Cruising, Compagnie Du Ponant, Avalon Waterways, Hurtigruten & more.

The Cruise Affair will take place at Club Rose Bay, 1 Vickery Avenue, Sydney from 4pm - 7pm - phone (02) 9362 4400 to register.

## SICEEP fine-tuning

**NSW** Planning & Infrastructure has authorised a range of minor modification requests for the Sydney International Convention, Exhibition & Entertainment Precinct at Darling Harbour.

Alterations include new facades & architectural design, as well as height reductions of both the Convention & Entertainment Centres - further details in today's issue of *Business Events News*.

## JTB bonus comm deal

**DOUBLE** commission is now available on all JTB Sunrise Tours of five days duration or longer if booked and paid by 17 Mar, for departures to the end of the year.

Sunrise guided tours are available ranging in length from half-day through to 14 days.

## New TCF registrations

**FLIGHT** Centre has registered two new outlets in Craigieburn and Belgrave, both in Vic, for the Travel Compensation Fund.

The latest TCF update also lists new head offices approved for participation, including Helloworld Wellington Centre, Hobart Tas; Open Heaven Travel, Wyong NSW; Realsurgeons, Sydney NSW; Ultimate Travel Destinations, Darch WA and Australian Travel & Business, McKinnon Vic.

## Beachside bliss at COMO Phuket



**POINT** Yamu by COMO, located 20 mins from Phuket Airport, was shown off in all its splendour to this group of Aussie agents on a recent trip to the holiday hotspot.

THAI Airways and the Tourism Authority of Thailand partnered with COMO Hotels & Resorts to host the group on the trip.

The property comprises 10 suites, each with individual plunge pool, with public facilities including Italian and Thai

restaurants & private beach club.

**Pictured** above on the COMO beachfront from left is Jann Hess, Metropolitan Bangkok; Aaron Gilden, THAI Airways; Sue Ellen Stuart, Shire Travel; Gai Campbell, Mary Rossi Travel; Elliott Miller, COMO Hotels & Resorts; Yurika Jakobs, Point Yamu by COMO; Ann Catherine Jones, Jones & Turner Travel Associates and Carolyn Pickering from Wye & James Travel Associates.

## 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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Amadeus has more of Australia's top booked airlines at the highest level of access than any other GDS. What's even more compelling for Amadeus agents is that 8 of the top 20 airlines in this market use Amadeus' community IT platform Altéa® for everything from reservation to take-off. What this means for an agent is that you actually work in the airline PNR and see exactly what they see.

Special requests are instantaneous– no need to send a request and wait for a response. Most importantly, if your passenger makes a change directly with the airline you don't lose control of the PNR – you see the updates to the journey, including any new or changed flights, and can continue to service your customer in the same PNR.

When making a GDS decision, always check what's under the hood. It makes all the difference.

**Nick Ward, Head of SME Sales, Amadeus IT Pacific**



## New EY Ambassador

**FRENCH** World Cup winning footballer Patrick Viera has been signed by Etihad Airways as its new brand Ambassador, joining Aussie singer Dannii Minogue and cricket legend Shane Warne.

In the role, Viera will appear in Etihad-related marketing to promote the carrier in its major worldwide markets.

Friday 7th Mar 2014

## Froelich goes to CTM

**COMPLETE** Travel Marketing has recruited Lena Froelich as its new PR, Media & Communications Manager, overseeing the group's news and social media accounts.

There has been no change to the media and communications duties of Randall Marketing and its hotel groups, still overseen by David Baker and Associates.

## Hilton Pearl Qatar

**HILTON** Worldwide is expanding its presence in Qatar to two properties when it opens the 445-room Hilton Doha The Pearl Residences, located on the man-made island district of Pearl - Qatar in early 2017.

## Year of the Horse sale

**HELEN** Wong's Tours has cut \$200 from the price of its Vietnam and China group tours as part of its Year of the Horse promotion.

Highlighted itineraries include the 12-day China Discovery tour, now priced from \$3,930ppts and the 12-day Glimpse of Vietnam, on sale at \$3,260ppts, both inclusive of airfare ex Australia.

Discounts apply to bookings made by 04 Apr for departures from 01 May to 30 Nov 2014.

## VX eye DAL expansion

**VIRGIN** America is set to bid on newly divested American Airlines Group gates at Dallas Love Field (DAL) as part of an expansion of services from the Texan city.

VX says if successful, it would relocate its operations from Dallas/Fort Worth Airport.

The carrier is planning to launch new routes from Love Field to Chicago O'Hare, LaGuardia and Washington Ronald Reagan.

## Malaysia visitation up

**AUSTRALIAN** arrival numbers to Malaysia in 2013 were up 3.6% year-on-year, with a total of 526,342 Aussie arrivals, official Tourism Malaysia figures show.

The result placed Australia sixth of the Top 12 tourism source markets for the country.



## Travel Specials

**WELCOME** to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to [specials@traveldaily.com.au](mailto:specials@traveldaily.com.au).

Up to AUD\$3,000 per cabin can be saved on luxury all-inclusive French canal barging holidays through **French Travel Connection**, if booked and deposited by 28 Mar. A variety of luxury crewed barges are on offer with capacity of between 6-12 passengers, providing a leisurely exploration of quaint European canals. For more details, phone FTC on 1300 858 304.

**Angsana Bintan** has released an industry deal, with prices from SG\$238 nett per room per night including daily breakfast and one set meal (lunch or dinner) for two plus FOC coach transfers from Bintan Ferry Terminal. Free room upgrades are also available for min two nights. Valid for stays to 30 Jun, email [reservations@angsana.com](mailto:reservations@angsana.com) and quote Travel Trade Offer.

Earlybird specials for winter have been released at the **Corinna Escape Experience**, in the Tarkine Wilderness in Tasmania. Corinna is a secluded lodge aimed at providing a luxury escape for couples seeking peace and quiet. Stay three for the price of two from \$540pn. Phone (03) 6446 1170.

Betrothed members of the **Starwood Preferred Guest** loyalty program can enjoy a free honeymoon by booking their wedding before 01 Jul at participating Starwood hotels in Asia-Pacific. Weddings must be hosted before 01 Mar 2015. More details available at [www.spg.com/honeymoon](http://www.spg.com/honeymoon).

## Home-based PTM going Grand

**HIGH-END** Thailand resorts Centara Grand Central World and Centara Grand Beach Resort & Villas Hua Hin are set to welcome home-based Personal Travel Manager Liza Beylerian, who was named as the winner of a recent sales incentive.

The recent promotion was run by Qantas Holidays, Qantas Airways and TravelManagers over the last 10 weeks.

Beylerian has won a five-night stay at both properties, with flights to Thailand included as part of her prize.

She is **pictured** above centre with Qantas Holidays bde Laura Haverkamp and Qantas Airways bde Sandia Rose.



## JUCY now into cars

**MOTORHOME** rental firm JUCY has expanded its business, adding car hire to its product selection, which incorporates a fleet of more than 500 campervans.



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## CH Stars live up desert charms



**OMAN** welcomed 14 of Creative Holidays' Star Performers on the wholesaler's annual reward trip for its highest selling agents of the year in 2013.

The group enjoyed a Side Trip of a Lifetime, taking in a multitude of the Arabian nation's attractions, including sailing the coast to the Bander Khayran reserve.

Other highlights of the trip saw the group visit the forts in Nizwa, the sand sea of Ash Sharquia and shopping up a storm in the Mutrah Souks.

Throughout the adventure, feast upon feast of traditional Omani culinary delights were served up, keeping all tastes well catered.

The group, **pictured** above after a trip out into the desert, where they enjoyed camel rides, quad biking and sand dune driving, consisted of Paul Maclean, Naturaliste Travel; Lauren Vella, Creative Holidays; Kristie Martin, Travelscene Padstow; Tabitha Abbott, Escape Travel Bendigo; Nathyn Kearney, Escape Travel Toombul; Donna Head, Travel Focus International; Santo Scidone, Helloworld Armadale; Jasna Stevanja, Creative Holidays; Jasuben Patel, Creative Holidays; James Jang, Where2travel; Merrilyn Priest, FC Geraldton; Emin Jeka, FC Altona; Kristi Brash,

## Beijing waiver results

**BEIJING** Tourism Development Commission says around 200% more foreign visitors used the city's 72-hr visa free waiver policy in Jan compared to the year prior.

FC Knox City; Michelle Moore, FC Midland Gate; Amir Klicic, Etihad Airways; Sarah Pollard, Creative Holidays and Ben Westblade from FC Kiama.

**MEANWHILE**, registrations are still available for Creative Holidays' nationwide Bali roadshows, which begin in Perth next week.

The shows will visit Adelaide, Melbourne, Sydney and the Gold Coast before wrapping up in Brisbane on 19 Mar.

Agents will be able to meet with many Balinese suppliers and airlines, have any questions answered, learn more about the destination and have the chance to win a cavalcade of prizes.

For more information or to register to attend, **CLICK HERE**.

## Margaret River push

**THE** Augusta Margaret River Tourism Association and Virgin Australia have launched a new cooperative marketing promotion for flight services to Busselton.

VA operates six weekly flights between Perth and Busselton - the gateway to the iconic Margaret River region.

The campaign will cover digital, TV and radio as well as trade and consumer shows in Singapore and Malaysia over coming months.

## Affinia hotel savings

**AUSTRALIAN** travellers are being offered a 25% discount on stays within the boutique Affinia collection of properties in New York City and Washington DC.

The group has five hotels within the Big Apple and a solo property in Washington DC's Capitol Hill.

Properties include The Surrey, The Benjamin and The James.

The 25% saving off the 'best available rate' is applicable for visits through until 31 Aug, for stays of seven or more consecutive nights, and there's also a 20% discount for bookings of four consecutive nights.

To avail the deal, use the promo code of AUST14 at [affinia.com](http://affinia.com).

## Qatar Air to Haneda

**A THIRD** route into Japan to Tokyo Haneda will be launched by Qatar Airways, debuting on 18 Jun using 787 Dreamliner aircraft.

Haneda joins QR's current daily operations to Tokyo Narita and Osaka.

All three destinations will be serviced on a daily basis.

**MEANWHILE**, Qatar Airways has unveiled details of its new Airbus A380 First Class cabin product at the ITB Berlin tradeshow.

It will feature a 90" seat pitch which transforms into a fully flat bed and a 26-inch TV screen.

QR also confirmed its A380 will feature a three-class cabin.

**CLICK HERE** for images.

## 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 capital cities in Australia 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.5: How high is AJ Jackett's Kawarau Bridge Bungey?

Email your answers to: [newzealandcomp@traveldaily.com.au](mailto:newzealandcomp@traveldaily.com.au).

Click here for 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](http://www.traveldaily.com.au).

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## MARCH INTO AA THIS MONTH

Want to hear the beat of a different drum?  
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march into AA for the best jobs in travel in town.

**FOR ALL THE BEST VACANCIES VISIT [www.aaappointments.com](http://www.aaappointments.com)**

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VIC, WA & SA - 03 9670 2577 - [recruit@aaappointments.com.au](mailto:recruit@aaappointments.com.au)

QLD - 07 3229 9600 - [employment@aaappointments.com.au](mailto:employment@aaappointments.com.au)

### BUSINESS AS USUAL?

#### CORPORATE TRAVEL AGENT

#### SYDNEY – SALARY PACKAGE TO \$60K

This boutique corporate TMC is looking for an intelligent multi-skilled corporate consultant to join their team. Your day to day responsibilities will include liaising with travel coordinators, booking round the world itineraries using a GDS and adhering to company policies. This company offers amazing perks including access to global travel discounts and ongoing career progression. They also offer excellent training and support. Minimum 12 Months Corporate Travel experience and strong time management skills.

### WALK THE GREAT WALL?

#### WHOLESALE CONSULTANT

#### SYDNEY – SALARY PACKAGE UP TO \$45K PLUS BONUS

This award winning client is looking for a bubbly dynamic wholesale reservations consultant to join their friendly team. If you dream about the Taj Mahal in India or the Great Wall of China now you can sell it all day every day. If you enjoy an excellent salary package with no sales targets and enjoy going overseas on educationals every year this job is for you. A minimum 1 years travel industry experience and a friendly positive attitude is required.

### WORK HARD – PLAY HARD!

#### WHOLESALE RESERVATIONS

#### MELBOURNE (INNER) – SALARY PKG UP TO \$80K + (OTE)

We have a sensational NEW wholesale position that will see you earning in excess of \$80k per year and working with a fun and social team! This well known global organisation now requires a sales superstar to join their expanding team. You will move away from face to face sales and service your loyal travel agents with their worldwide holidays. From Europe to Thailand to Fiji no two days are ever the same! If you have at least 2 years industry experience we can help you move into your dream job in 2014. Apply now!

### THE PERFECT JUNIOR ROLE

#### ADMINISTRATION ASSISTANT

#### MELBOURNE (INNER) – SALARY PKG UP TO \$40K + (DOE)

Exciting new administration position just called in for a junior consultant! This well known wholesaler in Melbourne now requires a switched on junior to join their team and assist the consultants with all administration work. From typing up confirmations to putting together documents this is your step into wholesale travel and your chance to kiss goodbye face to face consulting. If you have at least 6 months industry experience and high attention to detail then we want to hear from you! Call us today to find out more!

### ARE YOU THE LEADER OF THE PACK?

#### TEAM LEADER

#### MELBOURNE - SALARY PACKAGE UP TO \$72k (DOE)

Are you an experienced team leader in Melbourne ready to move into a well established and professional organization? We have an amazing opportunity for an experienced Manager to join their growing corporate leisure team. You will manage your small team of consultants to success while working M-F hours only and finally being rewarded for your experience and hard work. If you have at least 5 years high end leisure Team leading experience then we want to hear from you! Call us now and never look back.

### LOVE SKI? LOVE THIS NEW ROLE IN MELBOURNE

#### SKI TRAVEL CONSULTANT

#### MELBOURNE - SALARY PACKAGE UP TO \$50k (DOE)

This boutique travel company now requires an experienced ski expert to join their growing team. You will service direct passengers via phone and email enquiry only and tailor make ski holidays to destinations such as Japan and New Zealand. Selling everything from accommodation to transfers to lift passes you will use your personal ski experiences to enhance your customers booking experience! Min 12 months experience and Sabre and Sam preferred! Apply today to find out more.

### GALILEO GURUS NEEDED ASAP

#### RETAIL TRAVEL TEMPS

#### BRISBANE CBD & SUBURBS – UP TO \$25/HR + SUPER

Are you in between roles? Fancy yourself a retail Galileo guru? Then we have some top temping assignments starting ASAP for you! From CBD to suburban locations there is a variety of agencies and assignments to choose from. As a travel temp with AA you will enjoy a top hourly rate, weekly pay cheque, flexibility in your working week and the opportunity to experience working for some of the industry's market leaders. All you need is top notch Galileo skills and previous retail travel consulting experience.

### VARIETY IS THE SPICE OF LIFE

#### RETAIL TRAVEL CONSULTANTS

#### ROCKHAMPTON – \$55K OTE

Experienced travel consultants - check out this hot retail role available right now in Rockhampton. From safaris to round the world cruises or a down under adventure no two days will be the same working in this thriving retail travel team. Management believe in rewarding their staff for a job well done and you'll enjoy a top salary package, \$\$ bonuses, famils, training and a cherished work/life balance. Sound too good to be true – it's not! A min 18 months retail travel consulting experience is all you require.



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### Corporate Travel Consultant

**Brisbane – Package to \$55,000 – Ref: 1944PS1**

An experienced Corporate Travel Consultant is required to join a leading Independent Travel Management Company. This is a great opportunity for a service/support focused individual who is able to interact with all levels of the business. Working in a friendly and supportive team, you will be responsible for the coordination of predominantly domestic travel arrangements so strong fares knowledge is essential. Native Sabre, Galileo or Amadeus users will be considered.

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

### Retail Travel Consultant – Several roles

**Newcastle – Competitive + bonus – Ref: 1996SJ1**

Due to company growth I have several travel consultant roles in Newcastle and the surrounding areas. If you have two years travel consulting experience and are ready for the next challenge in your travel career then this is for you. Various environments both shopping centre and suburbs. Fantastic earning potential with an uncapped commission structure plus travel perks are on offer with this reputable and respected travel company. Call me for a confidential chat.

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

### Wholesale Travel Consultant

**Melbourne – Attractive Salary Package – Ref: 2828KF1**

Are you looking for a new challenge in the travel industry? Do you want to move to wholesale travel? We have an opportunity for you to join this global, market leading company within their wholesale team!! If you are great at sales and can provide an excellent service then this could be the move for you! Booking international travel packages; whilst offering fantastic service to all customers. Make the transition from retail to wholesale travel today!!!!

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

### Travel Sales Executive SA & NT

**Adelaide - \$50K + super + benefits – Ref: 1036LB1**

This destination specialist is currently looking for a highly experienced sales representative, to promote their brand on the road to travel agents around Adelaide. Do you have sales experience within the travel industry? Are you often described as a very proactive person? YES? Then this could be the role you have been waiting for!! Excellent benefits are on offer for a sales superstar that can effectively foster business relationships. Interviewing now so don't delay!

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

### Senior Retail Travel Consultant

**Gold Coast - \$40K + Uncapped Commission – Ref:1011PS1**

Are you an experienced Retail Travel Consultant looking for a better work life balance? This multi-national leading travel company are recruiting now and are looking for well travelled, target orientated consultants to join their North Gold Coast office. If you have solid GDS skills, extensive worldwide product knowledge and looking for a better work life balance; this could be change you have been looking for! Working Mon – Fri 9 – 5 and a half day Saturday once per month!

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

### Global Fares Support / Fares Specialist

**Sydney CBD - Salary circa \$80K + super + incentives – Ref: 1040LBA**

This fresh and exciting new role is based in Sydney CBD from modern offices. This is YOUR chance to join a Global Travel Technology provider that leads the way in innovative products and solutions. This busy/dynamic role will see you offering advice /instruction to colleagues with complex or difficult fares faults and providing support externally for the same. Be rewarded with a generous salary, a fantastic company to work for and real opportunities for career progression!

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

### Retail Travel Store Manager

**Melbourne - \$50 - \$60k plus super – Ref: 1038KF1**

Service a mix of Leisure and Corporate travel clients while guiding a small team. As a driven and results orientated Retail Store Manager, you will work to sales targets, selling medium to high end products to worldwide destinations whilst being responsible for driving profit forward from this high profile Eastern Suburbs office. If you would like to work for a well-established family owned travel company with a long history in the industry, don't delay apply now!!!

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

### Tailormade Reservations Specialist

**Perth – Excellent base salary DOE – Ref: 1039LB2**

An awesome chance to join one of the leading, award winning companies in the Perth area, that are currently looking for specialist reservations consultants. If you have sold or extensively travelled Asia then we need you! This is a fantastic chance to start 2014 on the right foot! You would ideally have 2 years front line travel industry experience and a passion for travelling as well. If you have the destination knowledge then we want to hear about it! Top salary package!

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



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