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return on investment

93%

94%

of **Visitors** agree
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attend event

of **Hosted Buyers** agree
AIME is very important to
their business

98%

What to expect at AIME 2015



Total Visitors: **3000**

Total Hosted Buyers: **550**

Total Exhibitors: **750**

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Travel Daily


First with the news

Monday 27th October 2014


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Plan to be at AIME

THE 2015 Asia-Pacific Incentives and Meetings Expo is inviting the travel industry to take part in the key business events show in Melbourne 24-25 Feb 2015.

Exhibitors, hosted buyers and visitors are being sought - see the **front cover page** for details.

Get the best deals to Asia

Asia Sale is on now!

Find Out More

Allianz revamps insurance

ALLIANZ Global Assistance has today announced the launch of 'My Travel Insurance,' a new product which gives it "control to target, incentivise and reward top performing agencies".

As with other policies underwritten by Allianz from CHI and Aussietravelcover (**TD** 09 Oct), My Travel Insurance includes insolvency cover for selected tour operators and wholesalers.

My Travel Insurance has been developed after months of consultation with agents, with the additional cover aiming to "help

bridge the gap left by the removal of the Travel Compensation Fund in Australia," according to Allianz ceo John Myler.

As well as insolvency cover, My Travel Insurance offers unlimited medical cover, automatic coverage for snow and cruise and the lifting of age limits for relatives.

The release follows the news last week that Helloworld is terminating its Allianz contract, giving members just two weeks to switch their travel insurance sales to Cover-More (**TD** 21 Oct).

Consumer awareness of travel insurance is set to increase with the release last week of DFAT's CHOICE Guide to Travel Insurance (**TD** 22 Oct), with Foreign Minister Julie Bishop urging travellers to take out insurance and "read the fine print of the policy".

There is also a new dedicated travel insurance advice page on the Smartraveller website - see smartraveller.gov.au/insurance.

Today's issue of TD

Travel Daily today has seven pages of news & photos, a front cover page for **AIME** plus full pages from:

- AA Appointments jobs
- Travel Trade Recruitment
- Corporate Traveller job ads
- APT recruitment ad

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Valuair now Jetstar

JETSTAR Asia has taken over operations of Valuair flights from Singapore and its four ports in Indonesia, with VF coded services now operated under the 3K code.

The change comes after the Indonesian Government lifted foreign LCC operating restrictions.

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CASA ticks Wellcamp

THE launch of flights to Australia's newest airport - Brisbane West Wellcamp near Toowoomba in Queensland - is now firmly on track, with the Civil Aviation Safety Authority on Fri formally approving the facility as a "certified aerodrome".

QantasLink will operate its first flights there on 17 Oct, while Regional Express has also confirmed it will service the airport from 01 Jan 2015.

Walshe wins NYC account

THE Walshe Group has been appointed as the Australasian representative agency for NYC & Company, the official marketing, tourism and partnership organisation for New York City.

Previously represented locally by Aviareps, the switch is effective immediately and has seen Walshe take on Sarah Stevenson to manage PR, while Jane Wilson is handling tourism development and marketing queries for NYC in the Australia/New Zealand region.

Australia is a key market for New York, which last year welcomed 619,000 Aussie visitors along with 26,000 from NZ, ranking the region in the city's top five overseas sources.

"The Walshe Group will be an asset to NYC & Company as we seek to further expand New

York City's share of the growing Australia and New Zealand travel market," said NYC & Co president Fred Dixon.

"We are eager to enhance our work in market with the travel trade, as well as the consumer and trade media to promote the five boroughs to travellers from every corner of this important region," he added.

Walshe Group ceo Jacqui Walshe told **TD** she was thrilled the company had been appointed to represent "one of the most exciting destinations in the world".

The Walshe Group destination portfolio also includes Hawaii, Oman and Flanders.

UA 787-9 en route

UNITED Airlines' inaugural Los Angeles to Melbourne service will take to the skies today, heralding the debut of long-haul Dreamliner 787-9 service to the Vic capital.

UA98 is expected to touch down in Melbourne at 8:15am on Tue.

It's a busy week for UA which will also debut SFO flights to Tokyo Haneda as well as Guam flights to Seoul and Shanghai.

Govt Cricket Match

FEDERAL Minister for Trade and Investment Andrew Robb has launched a new program called 'Match Australia' which aims to promote trade, tourism, investment and international education during the ICC Cricket World Cup 2015.

Match Australia will link Australian firms with potential business partners during the tournament via business events hosted by Austrade.

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To find out why Ireland is so special, register your place now! Hurry - RSVP is essential.

Venues (click to RSVP)

Brisbane - 25 November
Hilton Hotel, 190 Elizabeth St 5:30pm

Sydney - 26 November
Dockside Function Centre - Cockle Bay Wharf
Darling Harbour 6pm

Melbourne - 1 December
Royce Hotel, 379 St Kilda Rd 5:30pm

Perth - 2 December
Duxton Hotel, 1 St Georges Terrace 5:30pm

Visit: www.ireland.com

New cfo for SYD

HUGH Wehby has been appointed as chief financial officer for Sydney Airport, being promoted from his former role as the airport's Head of Strategy and Capital Projects.



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Monday 27th October 2014



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www.aaappointments.com/aus

New Vic Design Hotel

DESIGN Hotels has expanded its Australian portfolio to four properties with the addition of the Adelphi Hotel in Melbourne.

Positioned on Flinders Lane in the heart of the Melbourne CBD, the 34-room boutique hotel is currently Design's sole property in Victoria, joining The Limes in Brisbane, QT Sydney and Hotel Hotel in Canberra which joined the global network in Mar 2013.

The stylish property received a facelift this year and features a private rooftop club, restaurant called Om Nom, a suspended pool and offers Comfy King rooms priced from \$265 per night.

Adelphi Hotel was one of eight new members to join Design in recent times, which included The Serras in Barcelona, Sir Albert Hotel in Amsterdam, Vertigo Hotel in Dijon, Washington School House in Park City, (USA); Nest Hotel in Incheon, Nira Montana in La Thuile (Italy) and H1 Boutique in Warsaw, taking its tally to 280.

Monarch airlines sold

THE Mantegazza family, the Swiss owners of the Globus Family of Brands, have sold UK carrier Monarch Airlines to investment firm Greybull Capital.

The deal was enabled by a restructuring proposal which will see £125m of funding provided for the carrier which will switch from its current charter-focused operation to a budget airline.

More teeth for ACCC

NEW regulations will enable the Australian Competition and Consumer Commission to issue infringement notices of up to \$8,500, and court penalties of up to \$51,000, for breaches of the Franchising Code of Conduct.

The changes will be effective from 01 Jan 2015, with the ACCC saying it will focus on breaches such as failure to act in good faith, refusal to attend mediation and unlawful termination of a franchise agreement.

Travelport rolls out Smartpoint upgrade

TRAVELPORT has debuted its new Rich Content and Branding merchandising solution as part of an enhanced version of its Smartpoint desktop technology.

The upgrade gives agents access to detailed product information from the 70+ participating airlines, making the comparison and selling of products and services including ancillaries much easier.

There's also interactive seat maps and an eNett VAN solution.

P&O cruise sale

P&O Cruises has launched a week-long sale with savings of up to \$2,000 per stateroom.

Offers cover the P&OSeaBreaks and P&OIslands itinerary styles, as well as savings on Christmas and New Year voyages from Sydney, Brisbane and Fremantle.

The sale will close at 11.59pm on Sun 02 Nov - for more details see www.wlcl.com.au.



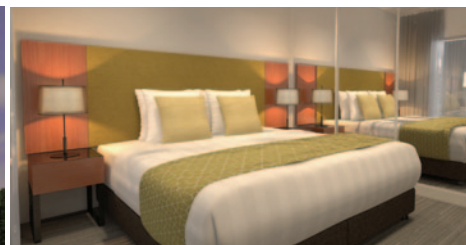
Window Seat

THERE'S been a major tourism breakthrough in Japan, where officials have overturned a 66-year-old law which banned dancing after midnight.

The legislation was introduced in 1948 as an attempt to stamp out prostitution linked to dance halls, but has bemused visitors from overseas when the music was turned off in Tokyo nightclubs at 12pm.

Now they will be able to continue dancing until dawn, with the change brought in as part of reforms leading up to the 2020 Tokyo Olympics.

However the dancing won't be in the dark, with Japanese lawmakers continuing to stipulate a minimum lighting level of 10 lux "to discourage crimes and bad behaviour".



Quest Melbourne Airport – OPENS 27th October

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O'Leary staying at FR

LONG-SERVING Ryanair ceo Michael O'Leary will remain with the carrier until at least Sep 2019 after signing a new five-year deal to lead the budget Irish carrier.

Agts view Thailand from the top



EACH and every lumbering step aboard these Asian elephants were individual highlights for this group of agents, recently treated to an authentic Thai adventure by THAI Airways International.

The group were all top-sellers of THAI product and enjoyed the Elephant Mahout experience at the Anantara Golden Triangle Elephant Camp & Resort in the northern region of Chiang Rai.

After getting their hands dirty with the mighty creatures, the group washed up in luxurious surrounds at the first class resort.

In addition, the group stayed two nights at the Anantara Chiang Mai & the Le Meridien Bangkok.

Pictured above from left atop the elephants is Austin Cheesman, FC Town Hall; Mary

Ventimiglia, Viatour Travel; Erin Laffin, FC Bondi Junction; Chloe Cambourne, FC Warringah Mall; Jennifer Dam, Five Star World Travel and Denise Dalton from Thai Airways International.

Front row: Julie Lunders, HWT Erina and Jodie Nguyen from Wingsing Travel Cabramatta.

Chancellor eye events

BUILDING has begun at the Hotel Grand Chancellor in Brisbane on a new dedicated conference and event venue, due for completion in Apr next year.

Eleven function rooms over two levels will be available in the new 1,000sqm space, which will also offer space for up to 500 people for a sit down gala dinner event.

Aquis defends project scale

DEVELOPERS for the planned Aquis integrated resort (IR) north of Cairns say the scale of the project when it opens is crucial to make it competitive against similar IRs around the world and even Crown Melbourne.

Aquis Great Barrier Reef Resort is proposed to feature 7,500 rooms spread across eight four- & five-star hotels, casino, aquarium, theatres and convention facilities, with Phase 1 of the \$8.15 billion resort not slated to open anytime before the end of early 2019.

According to supplementary information lodged this month for the Aquis Resort Environmental Impact Statement, Aquis insists it "needs its current proposed sale to even begin to service the likely needs of just Chinese tourism to Cairns in 2020".

Billed as a "Destination IR", Aquis says Cairns lacks significant new developed tourism infrastructure in the lodging, retail, food and beverage and entertainment sectors.

"There are no 6 or 5 star hotels in Cairns or nearby. There are no boutique or premium luxury shopping locations...in Cairns. There are very limited (less than four) high quality restaurants in Cairns," the behemoth 512-page revised EIS states.

The document says Chinese and other international tourism to Cairns is not increasing commensurate with other locations such as Japan, South

Korea, the Philippines, Singapore etc which have or are about to enter the IR market.

"Cairns is a city in the Asia Pacific hub competing for international tourists with cities and countries like South Korea, Singapore, the Philippines and the Maldives which feature modern innovative iconic 6 and 5 star accommodation, significant premium and luxury and boutique shopping offerings; world class restaurant offerings often featuring celebrity chefs and world class convention, expo and entertainment options."

Aquis said for Cairns to lure more international tourism, the offering in Australia needs to be "compelling and second to none".

Due to its location being a longer flight distance than competing IR locations from China, "it has to be good enough to make people want to come".

"A project of reduced scale to the current proposal to be will not be of a scale to compete with the other Asia Pacific options.

"The projects needs to be big enough & iconic enough to change Asian tourism behaviour and compete with Singapore, Macau, South Korea and the Philippines.

"Aquis needs to be competitive with what will be in the Asian Pacific tourism market in 2019/2020 and beyond, not what is in the market today.

"Aquis needs, as an absolute minimum to be its proposed scale."



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Win an ISLAND ESCAPE to the PRISTINE NORFOLK ISLAND

This week *Travel Daily*, *Air New Zealand* and *Norfolk Island Tourism* are giving away an idyllic escape to Norfolk Island. The prize includes return airfares to Norfolk Island with Air New Zealand, a three night stay for two people at the Governor's Lodge Resort Hotel, full breakfast daily and car hire.

Less than 3 hours flying from Sydney, Brisbane or Auckland, Norfolk Island boasts a pristine environment with beautiful beaches, a living history in World Heritage Kingston, National Parks and Reserves, exceptional culinary delights and friendly locals.

The subscriber with the most correct entries and the most creative response to the final question will win this prize. Send your answers to: norfolk@traveldaily.com.au

Only Air New Zealand flies to Norfolk Island. How many times a week do they fly from Sydney and how long is the flight?

CLICK HERE for a HINT



Terms & conditions



Air Mauritius product refinement & review

NEW blankets, pillows and the introduction of amenity kits for Economy and Business class passengers are among some of the soft product refinements made at Air Mauritius recently.

"While we haven't been able to refurb the whole aircraft we have changed our onboard product," exec vp comm Derek Shanks said.

The Air Mauritius executive told *Travel Daily* the airline has also invested in its food offering and a customer service review program of its workforce over the past 18 months, from its frontline staff all the way to the ceo.

He said the review was key in MK attaining a 4-Star rating in 2014 from SkyTrax for the first time.

MK 3 per week vision

AIR Mauritius says it is intent on developing the Australian market including the possibility of a year round third weekly service to Perth, the airline's 2IC has revealed to *Travel Daily*.

"We are trying to build up to get to three a week permanently," executive vp commercial Derek Shanks told *TD* last week.

"But as a predominantly leisure carrier we are very much tied into seasonality and accept that."

Shanks said the Australian market was "very important" to the Mauritian airline.

"A lot of carriers would need to be three, five, seven [flights] a week but from a corporate point of view it is not that important for us as it is a very, very small segment," he said.

MK's business from Australia is driven by leisure, VFR and student traffic, with Shanks saying loads on its current twice weekly service are "where we should be."

"That's why we haven't gone to the permanent three per week."

"If we did, we wouldn't get the load factor that we want and importantly the yield for the route's profitability."

Mauritius stopovers

CUSTOMERS flying with Air Mauritius to Africa and a range of other network destinations are able to access up to two free nights in "paradise" if flights do not connect seamlessly.

Air Mauritius country manager Australia Steven Palombo said MK is very generous with its stopover packages and that interest from wholesalers was increasing.

Options include MK covering the cost of either one night as well as breakfast or on a half-board basis, or two nights free, determined by flight schedule.

A three night stopover is also available at a select number of hotels and pax pay just one night.

Stopover packages are available to book through wholesalers or direct with the airline.

For more details, [CLICK HERE](#).

Nanuku appointment

FIJI'S Nanuku Resort & Spa has appointed Angela Hassan and Kini Saukuru to the positions of sales manager & front office manager respectively.



JETSTAR will be championing the efforts of all young athletes Australia wide, unveiling a special livery on one of its Melbourne-based A320 aircraft in partnership with Little Athletics Australia.

The tie-up sees the low-cost carrier assume the naming rights sponsorship with the organisation to promote up-and-coming stars of the track and field arena.

Featuring decals of two Little Athletics competitors in action, the A320 will operate domestic and Trans-Tasman services aiming to promote the program and inspire youth athletics nationwide.

Former Little Athletes and now Commonwealth Games gold medallists Dani Samuels and Kim Mickle attended the unveiling.

AUH traffic jumps 24%

PASSENGER traffic at Abu Dhabi Int'l Airport spiked 23.9% year-on-year in Sep to 1.69 million, the airport's owners have reported.

Increased activity by Etihad Airways' new partner airlines Air Berlin, Air Seychelles & Jet Airways was cited by Abu Dhabi Airports as having "a positive impact."

AUH's top five routes were to Doha, London, Bangkok, Manila and Mumbai.

Total passenger traffic for the year ending Sep was up 21% to more than 14.8 million.

Travel Daily
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Monday 27th Oct 2014

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SOUTH AFRICAN AIRWAYS
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BEST AIRLINE IN AFRICA

Monday 27th Oct 2014

G Adv hits the tracks

EDGY tour firm G Adventures has added rail-based journeys to its range of travel styles, unveiling 25 trips in more than 20 countries using rail as the main travel mode.

Itineraries range from seven to 54 days duration and cover Asia, Africa, North America & Europe.

G Adventures Australia and NZ Duchess of Delegation Belinda Ward said the new range is aimed at meeting demand for affordable train-based trips, with some iconic rail journeys also included.

Trips appear in the company's Earth brochure & include options in Canada, India, Japan, Russia, South Africa, the USA and more.



MOVEMBER will see multitudes of males growing mo's to raise funds for the Movember Foundation's programs and to encourage community awareness and support around men's health.

Amadeus IT Pacific men are putting out the challenge to the travel industry to raise funds for the cause. The person who raises the most money will win a **Shaving Brush Travel Kit**.

If you are game, register at au.movember.com (add your company name after your name and choose to join the **Amadeus IT Pacific team**) by the end of October.

Email your before and after pics and progress updates to mocomp@traveldaily.com.au and we will showcase them on **Facebook** and in **Travel Daily**.

Get involved as an Amadeus Mo Bro! Click **HERE** to learn more about the program.

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Dom. air satisfaction

THE latest Roy Morgan Research into domestic airline satisfaction has seen Qantas recognised as the most satisfying Australian carrier for the 12 months to Aug, holding the title for the fifth successive month.

However, QF with its approval status of just over 82% from its 3.96 million passengers was down three percentage points on its Jul score and very closely followed by Virgin Australia which scored a shade under 82% for its satisfaction from its 2.8 million passengers.

QantasLink, with a score of 79% was the third domestic airline, followed by Jetstar (67%) and Tiger Airways (50%).

Aug pax numbers fall

DOMESTIC passenger numbers recorded a drop of 1.7% for the month of Aug to 5.04 million, inclusive of charter operations, new government figures show.

A total of 4.84m pax flew on regularly scheduled revenue flights during the month, itself down 1.3%, while capacity was trimmed 1.8% as a result.

Year-on-year, even Australia's busiest trunk route of Melbourne to Sydney and return recorded a 0.4% drop in passenger numbers.

The Melbourne to Sunshine Coast route saw a 19% decrease in pax numbers, while Darwin to Sydney also saw an 11.9% drop.

Traffic rebounded on the Ayers Rock to Sydney route, which was up 27.1%, while Hamilton Island to Sydney also performed well.

Numbers on regional carriers were also down 3.8%, with Gove in NT posting the biggest fall for a single airport, down 27.6%.

EY to holiday island

PHUKET has become the second Thai destination on the Etihad Airways route map after the Abu Dhabi-based carrier inaugurated daily nonstop services to HKT.

A performance by traditional Thai dancers and a water cannon greeted the inaugural flight.

Brochures of the Week



WELCOME to Brochures of the Week, **Travel Daily's** Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Cosmos - Europe 2015

Loaded with more than 60 itineraries dotted across Europe, the new program offers touring priced from a tiny \$82 per person per day, yet packed with value. Some tours start from less than \$1,100 per person and range in duration from 6-29 days. Some, labelled as Regional Discoveries, offer a thorough exploration of some countries while European Panoramas take pax on a journey across many. Earlybird airfares to start cities are available with Emirates, Singapore Airlines and Cathay Pacific.



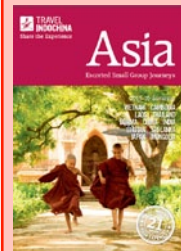
50° North - Summer 2015-2016

So many highlights come to life once again once the snow melts in what is typically a winter destination. Travellers venture out and explore new spring growth across a multitude of hiking trails and hit the water to soak up some summer sun. The new guide from 50° North offers sixty pages showcasing the region and its drawcards. Featuring more tailor-made ideas, options for FIT travellers, group tours, cruises and more, the guide covers Norway, Greenland, Finland, Arctic Canada, Baltic and more.



Tempo Holidays - Italy & Central Europe 2015

Spread across a mammoth 122 pages is a broad range of product covering the Mediterranean and Central Europe region, with a particular focus on Italy. A range of new villas and apartments are included for pax keen to base themselves in one area and explore from there, or for larger groups. Escorted and independent tours have also been boosted with new coach and rail options. A brand new package is the four-day Taste of Positano which includes three nights accom, breakfast and transfers.



Travel Indochina - Asia 2015-16

Escorted Small Group Journeys in more than ten Asian countries star in the new guide from Travel Indochina. A slew of new itineraries include the six-day Taste of Burma and seven-day Secrets of Southern Laos, designed to offer an insight into these emerging travel destinations. Some itineraries can also be matched with a Burma river cruise to extend the holiday. All up, more than 1,000 departures of 70 itineraries are on offer, with an average of 12 pax and no more than 16 in any one group.



European Waterways - 2015

Barge cruising continues to grow in popularity in the Australian market as a serene and in-depth way to see the sights of regional Europe. The largest barge river cruising company, European Waterways, has launched a new guide heavy on photos to illustrate the calm and inviting style of travel that is barging. The company's 18 vessels are featured along with all cruise itineraries, including themed adventures such as a World War I commemorative centenary cruise through French & Belgian battlefields.



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Share the Experience

TIA NZ develops drive guides

TOURISM Industry Association New Zealand has collaborated with rental car and motorhome operators to develop a series of voluntary Best Practice Guidelines for foreign drivers renting in NZ.

Along with the New Zealand Transport Agency, the voluntary guidelines aim to communicate with customers at three different stages of their booking process - booking, collecting and operating.

The move is aimed at educating drivers about basic NZ road rules and curtailing the rising rate of accidents involving travellers.

Travellers arriving on long-haul flights will be encouraged to rest overnight before collecting a car or motorhome and to use a GPS device that issues safety advice.

Guidelines will be issued to car and motorhome firms around the country, with wholesalers, second hand car dealers, information centres and attractions to all be briefed on their contents.

In addition, TIA will work with hotel, motel and holiday park operators to develop a tool kit of messages which can be issued to foreign drivers.

"Self-drive holidays are synonymous with NZ tourism and we have a duty to ensure our customers are as well versed as possible about driving in New Zealand and that the NZ public remains supportive of the industry," said Grant Webster, chief executive of THL, owner of the Maui, Britz and Kea brands.

Germany numbers up

OVERNIGHT stays in Germany by Australian tourists continue to rise, with a 2.4% jump for the first eight months of 2014, the German National Tourist Board reported.

Kennedy honoured for Business

COX & Kings chief executive Caroline Kennedy was recently selected as a finalist in the 2014 Victorian Telstra Women's Business Awards.

Kennedy was named a finalist in the Private and Corporate Sector section of the awards.

Achievements cited in her nomination included the forming of new Cox & Kings family brand MasterChef Travel and its implementation into the Australian market, as well as rolling out augmented reality into the firm's brochures.

Kennedy is pictured above left with 2013 Telstra Women's Business Awards overall winner for Victoria Sadhana Smiles.



TT adds more seats

NEARLY 4,000 additional seats have been put on sale by Tigerair Australia to cater for an expected surge in peak holiday demand at Christmas and Australia Day.

The extra services are available on set dates between 29 Dec and 26 Jan to & from Sydney, Hobart, Perth, Gold Coast & Whitsundays.

New services between cities operate in both directions.

Bluesmart suitcase

DEVELOPERS of an interactive new suitcase model that links to a user's smartphone have raised sufficient funds to put the device into production.

When connected to a phone via an app, the Bluesmart carry-on suitcase can be locked & unlocked remotely, weighed and located anywhere in the world via GPS.

Built with sensors, actuators and a micro-computer, the case also offers distance alerts, notifying owners if they accidentally leave the case behind, automatically locking if separated from the user.

The case dimensions are within those permitted by all airlines as carry-on luggage, with a 34 litre volume and price tag of \$195.



Throughout the month of October, **TD** is giving readers the chance to win a luxurious French prize pack, courtesy of Avalon Waterways.

The prize includes his and hers Louis Vuitton weekend bags, three nights in a Junior Suite at the Sofitel Sydney, a bottle of Dom Perignon Champagne, gift voucher for L'Occitane products, and a dinner voucher to Felix fine dining French restaurant, valued at over \$5,500.

Every week this month **TD** will ask a different question about Avalon. The subscriber with the best answer to all of the questions will win this fabulous prize pack.

Email your answer for this week by COB 31st Oct to:
avalonwaterways@traveldaily.com.au

Deborah Hutton is Avalon's brand ambassador.
Tell us in 25 words or less why you'd like to take a French river cruise with her.



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 at www.traveldaily.com.au.

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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

****JOB OF THE WEEK****

**ONSITE CORPORATE TEAM LEADER
SYD – EXEC SALARY \$80K ++**

You will need proven leadership skills and have exceptional knowledge of corporate travel to be successful in this new role. Always wanted to work directly for your client? Now is your chance, this global giant are setting up their own travel team in-house, we need an experienced Corporate TL or 2IC who is looking for a new challenge and something very different, great opportunity to steer your career in a new direction, Interviews have commenced.

****NEW ROLE****

**ACCOUNT MANAGER INSIDE SALES
SYD – EXEC SALARY \$70K PLUS**

Here is a role where career progression is guaranteed if you perform well. Looking for a role to advance your way to an on the road position? Our client is looking for a focused individual to manage and foster long term business relationships as well as new business. You will ideally come from a front line consulting role where you have used your skills to maintain and grow an existing or new database. This role will create many opportunities for the right person.

****NEW ROLES****

**CORPORATE ACCOUNT MANAGER X 2
SYDNEY 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.

COMBINE YOUR AM AND SALES SKILLS HERE

**KEY ACCOUNT/SALES MANAGER
SYDNEY – \$100K ++**

You'll be joining a global organization delivering cutting edge solutions to the travel industry, all the while strengthening your relationship across the industry. If you're hungry for success, recognition and career progression this company will offer you all that and more. We are looking for someone with a mixture of Sales and Account Management for this position, Sales is a must. Strong industry contacts is also highly desirable.

YOUR HUNTING SKILLS WILL WORK HERE

**CORPORATE BDM – SME
SYDNEY/MEL/PERTH SALARY PACKAGE \$80k + Bonuses**

Do you prefer doing business face to face? Like schmoozing with company MD's instead of pitching travel procurement managers or board of directors? Then it's time to take your strong sales and client relationship skills to this award winning TMC where you will be rewarded for your efforts with a lucrative salary package plus commission. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

JOIN THE FASTEST GROWING SECTOR IN TRAVEL

**CRUISE OPERATIONS MANAGER
SYDNEY – EXEC SALARY PKG**

Do you have impeccable management skills within the cruise market? Have the ability to manage a busy operations team whilst overseeing product and documentations? This company is looking for an operations manager with exceptional cruise experience. You will work to create a solid team working environment whilst focusing on the development of the department including product offering and itinerary planning.

THE WORLD OF ONLINE TECHNOLOGY

**PROJECT MANAGER – IMPLEMENTATION SPECIALIST
SYD/ MEL – 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? Call today for a confidential chat.

FOSTER KEY RELATIONSHIPS

**AIRLINE SALES EXECUTIVE
MELBOURNE – SALARY PACKAGE TO \$70K**

Working for this international airline, you will be responsible for generating new business and developing existing clients. Using your exceptional sales and business development skills, overall knowledge and experience, together with your relationship building abilities, will ensure your success in this role. Take your sales experience to new heights and join this award winning airline today.

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www.aaappointments.com.au



Our Brisbane office is now open, pop in to meet one of our consultants today!
300 Queen St. (07) 3023 5023

Group Travel Team Leader

Gold Coast; \$DOE, Ref:1376PS1

A hands on TL is required to lead and motivate a busy team of 8 consultants within a leading travel company. Your native GDS skills, previous small team management teamed with current Groups/Events experience is required to be considered for this vacancy. With large event bookings already in place for 2015 with prestigious well know brands this travel company are growing the department to suit demand. If you have complex groups experience, are used to dealing with 1000+ delegates, apply now!

For more information please call Peta on
(07) 3023 5024 or click [APPLY](#) now.

Product Manger

Sydney, \$70-80k DOE, Ref:1393SZ1

Calling all experienced Product Mangers to apply for this amazing opportunity with an industry leader for a 5* Touring Company. The overall purpose of this position is to generate profitable revenues by developing and managing products and services. You will be responsible for all aspects relating to delivering a successful Product - Design, Sales, Marketing, Distribution, Yield and Revenue Management for the products which fall under your supervision. An opportunity not to be missed!

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

Africa - Travel Product Manager

Melbourne, \$70-75k, Ref:1337KF3

Are you looking to challenge yourself in your next role? A long standing, industry leading Travel company has a new and exciting position on offer for an experienced Africa product manager. We are looking for an experienced travel professional to jump on board with this new position, bringing creativity, passion and enthusiasm in order to reap the rewards !! You will need to have managed a destination through high and low times and be keen to develop and strive for the best within your brand.

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

Travel Consultant

Adelaide, \$DOE, Ref:1130LB2

Rare opportunity for an experienced travel consultant looking to expand on their knowledge and grow their career! Are you growing tired of general consulting and enquiry and now looking to specialise in something different? Liaising with clients and suppliers to co-ordinate group air travel, accommodation and ground transport services for high profile clients, this role requires someone with a high attention to detail, speed and accuracy. Sabre experience is advantageous for this position.

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

Niche Travel Consultants

Brisbane, \$Competitive, Ref:1525HB1

Are you the go to person about a product or destination? This an amazing opportunity to sell something that you know inside and out! We currently are looking for an experienced sales people who are looking for that change and want to become specialised travel sales/reservations gurus. Working for a well-established brand leaders with supportive management and teams, you be rewarded for your hard work, plus have job satisfaction selling something that you are truly passion about! Apply Now!

For more information please call Helen on
(07) 3023 5027 or click [APPLY](#) now.

Travel Consultant

Greater Western Sydney, \$DOE, Ref:1390MB1

Don't miss this amazing opportunity to work closer to home and escape the commute. We are looking for an experienced Travel Consultant who is looking for a refreshing change and wants to stay closer to home. Work for a well-established Travel Agency with supportive management and team, be rewarded for your hard work and be paid what you're worth. No two days will be the same with a mix of face to face and over the phone consulting, bring your high end touch to this agency.

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

Retail Travel Consultant

Tasmania, \$Competitive, Ref:1385MD1

Looking for a sea change? An excellent opportunity has arisen with this successful and established Leisure Travel Agency based in the Devonport area, for a motivated, positive and experienced consultant to join their team before Christmas. We are looking for those travel gurus that could look to relocate to the gorgeous seaside location of Devonport for a new travel consultant role. You will have working knowledge of a GDS and excellent product and destination knowledge! Please apply now!

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

Wholesale Travel Consultant

Perth, Competitive, Ref:1079LB1

Looking to step behind the scenes into wholesale!? If are passionate about the travel industry, have excellent product knowledge and are willing to work hard, we want to hear from you today! This leading wholesale company located in Perth, will consider travel consultants who are available over a 7 day rotating roster and who genuinely enjoy exceeding their sales targets. Benefits include lucrative commission, famils and huge career progression opportunities with this global company!

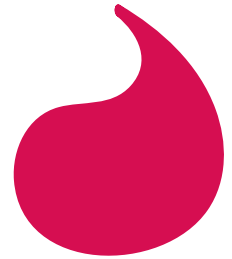
For more information please call Lauren on
(02) 9113 7272 or click [APPLY](#) now.



Find your ideal travel job at www.TravelTradeJobs.com.au
online... on mobile... in branch



You're
the one
that we want.



Travel Manager positions are currently available in the following locations:

Canberra:

<http://applynow.net.au/jobs/F167347>

Brisbane:

<http://applynow.net.au/jobs/F166660>

Hobart:

<http://applynow.net.au/jobs/F166940>

Perth:

<http://applynow.net.au/jobs/F166228>

North Sydney, North Ryde & Norwest:

<http://applynow.net.au/jobs/F163104>

Melbourne, Geelong & Surrounds:

<http://applynow.net.au/jobs/F164013>

Travel Expert positions are also available in the following locations:

Commercial Partnership Manager - North Sydney:

<http://applynow.net.au/jobs/F167475>

Business Development Manager - Melbourne:

<http://applynow.net.au/jobs/F166026>

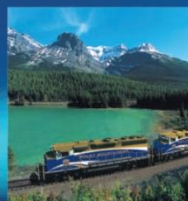
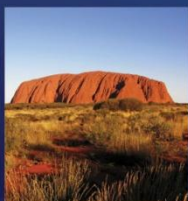
Account Manager - Melbourne:

<http://applynow.net.au/jobs/F164687>



**CORPORATE
TRAVELLER™**
Bring an **expert** on board

Bring your passion for travel to a career with APT



Position Title:	Senior Marketing Executive - Small Ship Cruising
Department:	Marketing & Sales
Location:	Cheltenham
Hours:	Full Time
Reporting to:	APT Marketing Manager

If you have proven experience for developing and delivering strategic marketing plans combined with strong knowledge and passion for Luxury Cruising and Adventure Touring, then this could be the role for you.

Exotic locations, unforgettable adventures and a touch of luxury are the three key ingredients driving the success of APT's Luxury Small Ship and Kimberley Outback programs, and this is an exciting time and opportunity to play a key role in achieving the fast growing targets of these programs.

This new role will work to increase awareness, value and sales of the Small Ship Luxury Cruising and Kimberley Outback Wilderness products within the APT target market.

Key Responsibilities

- Develop strategic marketing plans for APT Small Ship & Kimberley Outback Wilderness Adventure (KOWA) Product lines
- Produce and manage a media plan of national media advertising to maximise brand exposure and sales
- Plan specific monthly broadcast media activity and communicate this for feedback with each Product Manager
- Produce promotional material to support special offers in press ads i.e. flyers
- Produce and manage direct media plan of DM advertising to maximise sales
- Monitor campaign spend to stay within budgetary limits
- Report on results of each campaign to Product Manager and to APT Management
- Assist with retail consumer events/expos production, reporting and marketing opportunities
- Host information sessions and presentations on Cruise & KOWA Product
- Assist with Consumer Expo's and Information Sessions
- Develop and co-ordinate measurement and analytical processes and present relevant information in report for key stakeholders for APT brands

Competencies Required

- 2+ years experience in a similar role
- Cruise industry experience and knowledge
- Tertiary qualification in related discipline
- Strategic management, leadership, mentoring, business accounting and reporting capabilities
- Analytical interpretation and advanced problem solving skills
- Strong presentation and communication skills both verbal and written
- High attention to detail and proof reading
- Ability to produce promotional material that is creative, tactical and response driven
- Analytical, flexible and be able to think outside the square

In this exciting role, you will be part of a great team with a fantastic culture and have access to the many staff benefits that APT offers including discounted travel on APT products and ongoing training opportunities.

Plus, you'll get to work for an Australian-owned travel company who is as passionate about delighting our travellers as we are about the beauty of the places that we take them to explore. This passion, along with a profound respect for ourselves, our workmates, our customers, our community and our environment, has seen APT establish a position as one of the world's leading travel companies.

Applications close Friday 31st October 2014

Please go to our website to apply: <http://www.aptouring.com.au/about-us/career-opportunities>