

**Early Bird Special to Europe**

lufthansaexperts.com

Europe from **1379\$**

\*Net fare not including fees, taxes and surcharges.

Sale 01Oct10 - 30Nov10    Travel 01Apr11 - 31Aug11  
52 destinations in Europe    From Australia\* via 6 gateways

\*Flights from Australia are operated in conjunction with partner airlines.

# Travel Daily AU

First with the news

Thu 28 Oct 10    Page 1

EDITORS: Bruce Piper and Guy Dundas  
E-mail: [info@traveldaily.com.au](mailto:info@traveldaily.com.au)    Ph: 1300 799 220

**Online National Sales Executive, Sydney**

- Global leader in online technology
- Rewarding job environment
- Competitive salary + generous commission

Contact **Sally Frape** at [TMS\\_sally@tmsap.com](mailto:TMS_sally@tmsap.com)  
T: **02 9231 6444**

TMS ASIA PACIFIC

## Ready, Set, Mo!

NEXT month *Travel Daily* in partnership with P&O World Cruises is calling on all Aussie agents to "show they care with a little facial hair".

Our annual Movember comp has created some sensational entries in previous years, and 2010 will be no exception with great prizes on offer including a seven night Sydney-Fremantle *Arcadia* cruise.

Start planning your participation now by signing up at [au.movember.com/register](http://au.movember.com/register) and sending us your details - more info in *TD* next week.

## Flight Centre up on 08/09

FLIGHT Centre's year to date profit is up about 15% on the same period two years ago - which was previously the company's best ever first quarter.

MD Graham Turner revealed the strong performance in his address to the Flight Centre agm this morning - and also confirmed that the company was continuing to consider its options to recover commission on fuel surcharges (*TD* breaking news) in the light of the landmark court decision against Qantas earlier this year.

Flight Centre opted out of the QF court case "for commercial

reasons", but Turner said that there is other fuel surcharge money that should have been paid to the company.

As far as current trading is concerned, Turner said the company had seen a small slowdown in leisure but a strong rebound in its corporate business, reaffirming forecasts of a full year profit of \$220m-\$240m.

Turner also said that the firm would mainly focus on improving and growing its current businesses and brands, with any acquisitions in the short to medium term "likely to be niche opportunities that fast-track our growth in segments that we believe we are under-represented in".

He said ongoing strategies also included enhancing Flight Centre's global distribution system, as well as "defending against and embracing" the web.

The proven FC business model can "reinforce and differentiate the offering of our bricks and mortar brands, and also use the internet as a tool to sell highly commoditised products".

## 15 years of JSA

QANTAS and British Airways are this week celebrating the 15th birthday of their Joint Services Agreement, with the carriers saying the pact had grown into "one of the world's most successful airline alliances".

## 8 pages of news

*Travel Daily* today has eight pages of news and photos, plus full pages from:

- TMS Asia Pacific
- AA Appointments
- Consolidated Travel



Discover  
Travelport's  
revolutionary  
Universal  
API™

Watch the  
on-demand  
webinars now

## Sherry says sorry

THIS time it's the turn of Carnival Australia ceo Ann Sherry to make a public apology for the cancellation of yet more *Pacific Jewel* cruises (*TD* breaking news).

Last week Carnival vp Jenny Lourey produced a special video (*TD* 20 Oct) to apologise for the cancellation of the J032 departure to the South Pacific, but Ann Sherry appears in the latest instalment which is now online at *Travel Daily TV*.

P&O has this time cancelled cruise J033 (Melbourne Cup on 30 Oct) and J035 (to Fiji on 13 Nov) due to an "extremely uncommon" engine fault.

As with the previous cancellation, disappointed passengers are being offered a full refund and a 25% discount on a future P&O cruise to be booked and deposited before 31 Dec, for travel up to 30 Nov 2011.

P&O said it would position staff at Flemington Racecourse next Tue to distribute entry tickets to the Melbourne Cup to passengers on the J033 cruise who present their photo ID.

Lots more cruise news in today's *Cruise Weekly* - subscribe free at [www.cruiseweekly.com.au](http://www.cruiseweekly.com.au).



Visit  
**SABAH**  
Malaysian Borneo

Contact :  
[sabahinfo@bigpond.com](mailto:sabahinfo@bigpond.com)  
[www.sabahtourism.com](http://www.sabahtourism.com)

## e-commerce specialist – ancillary revenue. Brisbane.

Fly a little higher with the company that thrives on fresh creative thinking. Help us continue to reshape and revolutionise the Australian travel industry with our hallmarks of friendly service, fun and flair. Become part of a group of people who embody our unique "can-do" culture. Be a part of the team that gives us our unique competitive edge.

The E-Commerce Specialist – Ancillary Revenue role requires a determined individual responsible for managing the Ancillary Revenue Team and leading and providing the insight and knowledge to drive the growth in Ancillary Revenue.

This diverse position will see you optimising our product offering and converting this to maximise revenue of ancillary products through product and price augmentation.

You will have experience with an E-Commerce or business related field. A strong understanding of finance and/or economic management principles preferably from a service, travel or financial services field. You'll need to demonstrate exceptional attention to detail as well as being able to manage both partner and internal relationships. Experience with project management would be an advantage.

So if you're someone who likes working in an energetic, fast-paced, dynamic environment where your passion for challenging convention and fast-tracking innovations can go into overdrive, then we're probably a good match and we'd love to hear from you.

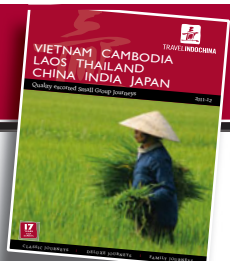
To apply visit our website [www.virginblue.com.au/careers](http://www.virginblue.com.au/careers)  
Applications close 31 October 2010.



## 2011-12 Small Group Journeys brochure out NOW!



**EARN A FREE Small Group Journey  
8 for 1 Agent reward**  
click here



## Corporate Consultants

Sydney & Melbourne

- ▶ Great team environments
- ▶ Sabre/Tramada & multi skilled exp req
- ▶ Conveniently located offices
- ▶ Salary up to \$60K

Call Ben Carnegie

02 9278 5100

ben@inplacerecruitment.com.au



inPlace  
RECRUITMENT

[click here for details](#)

# Travel Daily AU

First with the news

Thu 28 Oct 10

Page 2

EDITORS: Bruce Piper and Guy Dundas  
E-mail: [info@traveldaily.com.au](mailto:info@traveldaily.com.au) Ph: 1300 799 220

الإتجاه  
ETIHAD  
AIRWAYS

[Click for Etihad Interactive Tour](#)

## New Amex card

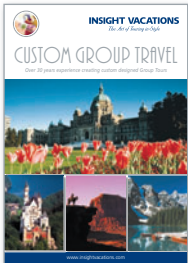
AMERICAN Express has launched an aggressive campaign to promote its GlobalTravel prepaid currency card, comparing its features with competitor products incl the ANZ Travel Card, Travelex Cash Passport and the Commonwealth Bank Travel Money Card.

Touted advantages of the Amex card, distributed via Australia Post and American Express Foreign Exchange Offices, include no monthly inactivity fees, free emergency card replacement and the fact that funds never expire.

## INSIGHT VACATIONS

*The Art of Touring in Style*

## GROUPS DEPARTMENT



Flexibility & buying power to custom design an exclusive group itinerary to any of our destinations, at a competitive price

UK • EGYPT • EUROPE  
USA • CANADA

- Anzac / Military Tours
- Cruise Tours • Cultural Tours
  - Pilgrimages
- Pre/Post Convention Tours
- Social Groups • Sport Tours
  - School Groups
  - Incentive Groups

[CLICK HERE FOR MORE DETAILS](#)

## Counsellors TTV doubles

TRAVEL Counsellors says its Australian turnover has doubled in the last 12 months, despite the departure of about 20 of its members here.

The company's founder David Speakman has been in Australia for the last few weeks, interviewing candidates for the general manager's job which was abruptly vacated by Peter Watson earlier this year (TD 10 May).

Currently Cathy Burke is running the Australian operation from its Melbourne offices, but also has responsibility for Travel Counsellors in Ireland, and will be heading back there in Feb.

At a briefing yesterday Speakman confirmed that there are now 95 Travel Counsellors in Australia, and the business is breaking even with a TTV of \$35.9 million for the year to 31 Oct.

"Business is up about 100% despite having less members," he said, with the group set to launch a further recruitment drive.

He said that some of the members who had left had been "not properly qualified" when they were signed up, with a number not complying with a policy that Travel Counsellors be their primary occupation.

Speakman reiterated previous comments about the importance

of relationships as the travel industry evolves, with Travel Counsellors providing members with a framework to maximise the time building their businesses.

TC will shortly launch a new version of its Phenix reservations system, bringing together different back office systems currently used in various markets around the world to provide a "global platform," Speakman added.

## Blue Mountains Fairmont upgrade

THE formerly iconic Fairmont Resort in the Blue Mountains west of Sydney may yet return to better days, with the mooted sale of the property to Sydney doctor Jerry Schwartz who is planning a \$20m refurbishment, according to today's *Financial Review*.

The decline of the 210-room hotel, which languished under its previous owner before being put into receivership in Mar, has been blamed by Blue Mountains Tourism for damaging the region's reputation.

The Schwartz family already owns several other hotels incl the Crowne Plaza Newcastle, the Mercure George Street in Sydney, the Rydges World Square, the Olms in Canberra and the Sydney Airport Holiday Inn.

## Gift of Time

Something every traveller wishes they had more of.

In celebration of their 85th Anniversary! Tauck is offering a Past Guest Appreciation Rewards of **two free** hotel nights when you book any 2011 United States, Canada or Europe land journey, Tauck Bridges family adventure or Tauck Culturious trip by **31 December 2010**.

For more on the Gift of Time, [click here](#)

[TraveltheWorld](#) | TAUCK



## Window Seat

A CONTROVERSIAL 'Hobbit' law is expected to be debated in the New Zealand parliament this week, with PM (and tourism minister) John Key announcing the move after several days of "tense negotiations with studio executives" over the filming of the long-awaited Hobbit films.

The Lord of the Rings movies produced a tourism bonanza for NZ, and Tourism NZ is keen to ensure the continuation of the J.R.R. Tolkien franchise.

But to ensure the two movies are filmed there, the govt has agreed to change labour laws to clarify the status of film workers as contractors, as well as boosting funding including a \$10 million marketing increase.

The films have been estimated to be worth about \$1.5 billion to the New Zealand economy.

A LIFETIME of little plastic bricks is up for grabs at the new LEGOLAND Florida, which is set to open in Oct next year.

The new theme park, about 45 minutes southwest of Orlando, will offer ten different "lands" and owner Merlin Entertainment Group is already selling "pre-opening discounted tickets".

Real enthusiasts are also being offered a special lifetime pass, costing US\$2500, which includes unlimited admission, discounts on parking and food, plus invitations to special events.

CONCERNED parents in the USA can now hire sniffer dogs to check their children's bedrooms for drugs.

The Dogs Finding Drugs service costs \$200 per hour, with the company claiming the canines for hire can detect minute traces of a range of substances including marijuana, cocaine, heroin and methamphetamines.

# Want the latest from Tourism Australia?

Come to one of our free Industry Briefings to get up-to-date information on what we're doing to promote tourism - November and December 2010

[CLICK HERE TO REGISTER NOW](#)



**Vietnam Golf Escape**  
7 days/6 nights from \$2668\*

**Price includes:**

- Return economy airfares with taxes
- 6 nights accommodation (4 star)
- 6 rounds of golf with green and caddy fees (18 holes)
- Private coach transfers
- Daily breakfast

**Departs: 4 March 2011.**

**Early Bird Discount:**  
\$50 OFF per person if you book and full payment before 31/12/2010.

\*Conditions apply. Per person, per share. Minimum of 2 passengers travelling together.

**Hurry! Book now.**  
1300 309 117  
www.vietnamholidays.com.au

**VN Holidays**  
Vietnam Airfares  
Vietnam Carbooks & Loans

**Travel Daily AU**  
First with the news

Thu 28 Oct 10 Page 3

EDITORS: Bruce Piper and Guy Dundas  
E-mail: info@traveldaily.com.au Ph: 1300 799 220

**Best Economy Class.**  
Business Traveller  
Middle East Awards 2010

**QATAR**  
AIRWAYS القطرية

## Major Sofitel growth

ACCOR has announced an expansion of its Asia-Pacific network with the opening of eight new Sofitel properties in the region in 2010-11.

Additions include the Sofitel Dongguan Humen Oriental in China which opened in Aug, while next cab off the rank is the Sofitel Phnom Penh Phokeethra in Cambodia, set for a Dec debut.

Next year further additions include the Sofitel Guangzhou Sunrich, the Sofitel Qingdao and the Sofitel Shanghai Jing'an in China - as well as the Sofitel Bangkok Sukhumvit and Sofitel So Bangkok in Thailand.

Sofitel is also expanding in India with the opening of the Sofitel Mumbai BKC next year.

## Webjet tops NZ

WEBJET is today celebrating reaching the top position among online travel agencies in New Zealand for the last two weeks, according to figures from internet ratings agency Hitwise.

Webjet's share of internet visits in the category reached 12.36% for the week to 23 Oct - just ahead of House of Travel at 12.3%.

MD David Clarke said that while it was early days, "we are nevertheless delighted to have now eclipsed all of the established New Zealand operations".

## Snow drives strong half for LLA

LIVING and Leisure Australia, which operates the Falls Creek and Mount Hotham ski resorts in Vic, says it was very pleased with the recently concluded ski season.

"An abundance of snow at the end of the season generated strong bookings throughout September," said chair Juilanne Mary Shearer at the company's agm yesterday, held at the Melbourne Aquarium.

However the company has also faced several challenges in the last year, including the closure of its Siam Ocean World aquarium in Bangkok for 46 days due to the civil unrest in Thailand.

Total revenue for the Oceanic aquarium division was \$64.6m, according to ceo John Schryver, with a 20.4% decline in EBITDA to \$19.3m.

The ski resorts turned over \$47.9m for the 09/10 financial year, while the company's \$2.5m investment in snow-making infrastructure "augmented low natural snowfall during the start of the 2010 season".

LLA also operates the Otway Fly and Illawarra Fly treetop walks in Vic and NSW, with a strategy focused on driving repeat visitations and yields through "enhancing use of the sites".

## Secure Flight mandatory Mon

TRAVEL agents are once again being reminded that the new US Transportation Security Administration 'Secure Flight' requirements become official from next Mon, 01 Nov.

Airlines can be fined up to US\$25,000 for non-compliance with the rules, which require them to collect passenger information and transmit it to the TSA for watch list matching purposes before departure.

Full name, gender and date of birth must be provided for all

## No Leave magazine

TOURISM Australia will send out its latest issue of *No Leave No Life Great Aussie Holiday Deals* magazine from 28 Oct to 01 Nov.

780,000 copies will be distributed nationally through various print media, and an e-magazine issue will be available online at [noleavenolife.com](http://noleavenolife.com).

MEANWHILE, TA's 'There's Nothing Like Australia' campaign has been launched in Kuala Lumpur and Germany.

passengers in a Secure Flight Passenger Data record at least 72 hours before scheduled departure, along with passport information and non-personally identifiable itinerary details "to support appropriate levels of regional security".

If the information is not provided, airlines will not be approved to issue a boarding pass for the passenger.

The new system was introduced last year, but with a 12 month grace period which expires Sun.

According to a TSA blog, "small differences in the name on the boarding pass and ID, like middle initials, should not impact travel".

## Agency closures

THE Travel Compensation Fund has announced the voluntary withdrawal of the agents trading as *Carefree Holidays* in Southport QLD (ABN: 32 051 730 548) and *The Hotel Network World Travel* of Chatswood NSW (ABN: 51 135 263 946) as they have ceased trading as travel agents.

**EUROPE EARLYBIRD 2011**

**AMAZING VALUE FROM \$111\* PER DAY**

**EUROPE 22 MAY 2011**

**12 Night Grand Mediterranean Cruise Onboard brand NEW Carnival Magic**

**NEW 2011 Cruise Holiday Brochure! CLICK HERE**

**Carnival**  
FUN FOR ALL. ALL FOR FUN.

\*Conditions apply

**BRIDGE BUSINESS COLLEGE**

**TRAVEL & TOURISM TRAINERS**

Full-time and casual positions available  
We are also looking for evening trainers (5pm - 8pm) who may work full-time/part-time in the industry.

One of Sydney's largest and most successful College's, located in the heart of the city, is seeking to employ motivated and dynamic professionals to join their Travel & Tourism department.

**Requirements:**

- Minimum of five years current industry experience
- TAA 40104 Certificate IV in Training and Assessment (completed or currently enrolled)
- Excellent communication and interpersonal skills
- Advanced computer skills
- Proven assessment design and development skills

**If this sounds like you, please email your resume asap to:**  
[voc.education@gmail.com](mailto:voc.education@gmail.com)

Quito - Guayaquil - Galapagos Islands      Lima - Iguazu      Lima - Easter Island

**LAN introduces three new routes,**  
so you can enjoy the wonders of South America in a convenient way.

**LAN**

The LAN Group consists of LAN Airlines, LAN Argentina, LAN Ecuador and LAN Peru. From Santiago LAN Ecuador provides connections to Guayaquil and the Galapagos Islands in Ecuador. LAN Peru offers connections from Santiago to Lima, Peru and from January 2011, LAN Airlines will offer direct flights from Lima to Puerto Iguazu, Argentina and Easter Island, Chile. For flight schedules please refer to your GDS or contact LAN Airlines on 1800 221 572.

## Google roadblock

ONLINE search giant Google may have its move into the travel industry railroaded after a group of web-based travel companies teamed up to oppose its deal with ITA Software (*TD* 27 Apr).

Expedia, Sabre and Kayak have created a FairSearch.org coalition which is sending a message to the US Justice Department that the entity would have the power to influence prices in the travel sector.

FairSearch said the sale of ITA "would give Google control over the software that powers most of its closest rivals in travel search and could enable Google to manipulate and dominate the online air travel marketplace."

## Empire gets social

NEW York City's iconic Empire State Building has launched new social media channels through Facebook and Twitter, offering users info on the structure and the ability to purchase tickets, view images and share photos - for details see [www.esbnyc.com](http://www.esbnyc.com).

## OOL arrivals up 10%

DOMESTIC and international movements through Gold Coast Airport during Sep 2010 were up 10.2% compared to the same time last year, Queensland Airports Limited has reported.

Overseas arrivals to the Gold Coast rose 9.9% to 69,358 people during the period, while domestic figures were up 10.3% to 408,253.

## Getaway tonight

TONIGHT'S episode of Channel Nine's dedicated travel program *Getaway* at 7:30pm features stories on:

- Paris, France
- Newcastle, New South Wales
- Royal Mail Hotel, Victoria
- Part 2 of the US road-trip
- Heli-flight to Tuhua Is, NZ
- Lilo Bar in Cairns, Queensland

## Starbucks on Allure

ROYAL Caribbean International has announced it will be the first cruise line in the world to offer Starbucks coffee at sea.

RCI says its soon to debut *Allure of the Seas* will have a Starbucks store in the Royal Promenade neighbourhood, with the outlet to open between 7am-11pm daily.

Seattle's Best Coffee, a brand of Starbucks, will also be served in dining rooms, conference rooms and restaurants across the ship.

## Africa sleep illness

TRAVELVAX Australia is advising travellers heading to game parks in Zambia and Zimbabwe to ensure they cover up when on game drives to avoid bites from mosquitos and tsetse flies.

The call comes after two British tourists returned home recently after visiting the region suffering Human African trypanosomiasis (a sleeping sickness) after being exposed to the insects.

## Oww, my AS hurts

TWO Alakan Airlines (AS) jets have been involved in a 'bumping' incident at Seattle Tacoma Airport overnight, when one aircraft's right wing made contact with the rear tail of another on pushback.

The aircraft reversing was about to depart for Dallas/Fort Worth, but passengers were unloaded and put on alternative jet.

Both planes have been pulled out of service while AS assesses the damage incurred.

## New Peppers opens

PEPPERS Broadbeach on the Gold Coast has introductory rates priced from \$265/night in a one-bedroom apartment, for stays from early Nov through to 01 Mar.

The five-star hotel will have a 'soft' launch on Sun 07 Nov ahead of its official launch in Mar 2011.

## CA/Qatar bilateral

QATARI and Canadian govt officials are expected to sign an aviation agreement in coming days that will pave the way for Qatar Airways to operate services to Canada in the future.

## SINGAPORE AIRLINES



Singapore Airlines, one of the world's most respected travel brands, currently has two exciting opportunities for highly motivated individuals to join the marketing team.

### Senior Corporate Account Executive Australia

Reporting to the Manager Area Marketing Australia, you will be responsible for generating sales and revenue from direct corporate accounts in Australia. The successful applicant will be expected to develop mutually beneficial commercial relationships with Australian business houses and travel management companies.

Key areas of responsibility include:

- Development of policy and strategy for acquisition; account management; and productiveness of global, regional and local corporate accounts headquartered in Australia.
- Providing guidance to the national corporate sales team and state corporate sales executives.

Applicants for the position should have the following qualifications and attributes:

- Tertiary qualifications within a relevant field.
- Results driven with a sound knowledge of the national corporate travel markets.
- Experience in developing and successfully implementing sales/marketing strategies.
- Strong organization, planning and time management skills.
- High-level of communication and negotiation skills.
- Understanding of airline pricing and distribution will be an advantage.

### Management Trainee

A rare opportunity exists for a graduate seeking a career in international aviation. The successful candidate will receive the benefit of a two-year on-the-job training programme across key commercial and operational parts of the business, with a view to moving into a commercial management role. Applicants for the position should have the following qualifications and attributes:

- A good honors or post graduate degree in Economics, Business or similar.
- Strong analytical, problem solving and communication skills.
- A high level of self-reliance, adaptability and motivation.
- Working experience in sales or marketing, preferably with some people management responsibility.

Both positions are based in Sydney however candidates must be willing to relocate in due course to other Australian and overseas cities where Singapore Airlines is represented. Both positions also attract a package including free and concessional travel and subsidized medical benefits.

Applications for both positions close on 03 November 2010 and successful candidates must be able to start immediately.

To apply, clearly mark the position you're applying for and forward your application to Mr Kieran O'Toole, Human Resource/Administration Manager Australia, either by email to [Katrina\\_malonzo@singaporeair.com.sg](mailto:Katrina_malonzo@singaporeair.com.sg) or by mail to Locked Bag A3008, Sydney South NSW 1235.

All applications will be treated in strict confidence and only successful applicants will be contacted.

## BCD travel

### Travel Consultants Sydney

At BCD Travel we take a fresh approach to business travel with a focus on innovate solutions and consultants designated to specific clients. We provide outstanding products and service, delivered with an entrepreneurial spirit, to all our clients and we employ, quite simply, the best consultants to deliver our vision.

Due to our current expansion of business we are recruiting for the following new positions:

#### Corporate Consultant

The primary focus of this role is to develop strong relationships with your designated clients and deliver appropriate solutions for their international and domestic travel requests.

You will have a minimum of three years experience in corporate travel consultancy with the ability to develop strong relationships with clients, a focus on attention to detail, strong fares and ticketing knowledge and Sabre experienced would be preferred.

#### Online Consultant

Our Online Team is a vital part of our Corporate Travel Management Team focused on efficient responses and innovative technological solutions. We currently have a vacancy for an experienced Online Consultant with a focus on attention to detail and the ability to learn quickly. Sabre experience will be highly regarded.

Take a fresh approach to your career and join our innovative growing organisation.

To apply for these positions please forward your application to:  
[Nicola.fowkes@bcdtravel.com.au](mailto:Nicola.fowkes@bcdtravel.com.au)



## SKAL Nov luncheon

SKAL International Sydney will hold next month's luncheon at the Italian Village, Sydney on 10 Nov. RSVPs to attend are required by 12pm on 08 Nov, visit the website [sydney.skalaustralia.travel](http://sydney.skalaustralia.travel).

## TQ ceo slams former boss

TOURISM Queensland chief exec. Anthony Hayes has referred to negative comments made by a predecessor Jim Kennedy about the state of tourism in QLD as being "quite ignorant" and lacking "any real understanding of the facts." Kennedy, who was responsible for the creation of Queensland Tourism & Travel Corporation in 1979, was reported in *The Courier Mail* yesterday saying that the organisation has "run out of ideas" about marketing.

Hayes said in this week's TQ newsletter sent out yesterday: "I'm not sure why he feels he has

any understanding of our business plan or long term strategy. (But that of course is the prerogative of elder statesmen, isn't it...)"

The current TQ boss defended the organisation's current work, saying "I could not be more proud of the work we have done here at TQ over the last couple of years."

Hayes highlighted past marketing achievements included the Best Job in the World promo, the state's new branding (TD 28 Sep), aggressive sales activity during the GFC, and doubling of budgets for China and NZ.

"I realise I am completely biased, but I believe our accomplishments are many despite our ongoing challenge to lift visitor numbers and further lift visitor expenditure," he said.

Hayes said TQ's marketing projects are based "on far more than a single uninformed opinion" and encouraged TQ staff to be proud of what has been achieved in "one of the toughest periods in the history of tourism."

He also reaffirmed Tourism Queensland's commitment to travel industry partners, adding: "All I can do is assure you we are throwing everything we have at the market, and we will continue to do so."

## Sinking sand for Fraser Is. firm

TOUR operator and real estate Fraser Island Company, which owns a backpacker resort on the Queensland island, has called in the administrators.

The company owes more than \$3 million to a range of creditors including the tax office and the Fraser Coast Regional Council, according to the *Financial Review*.

However the administrator Julie Williams, of Insolvency and Turnaround Solutions in Brisbane,

says she's confident the business will be sold as a going concern.

Tours have been suspended because vehicles are undergoing checks as a matter of standard procedure, but all staff have been retained and tours are expected to resume shortly.

"There is every intention of selling the business, and doing that quickly, and to ensure the future of the business and the staff," she said.

## Here's the latest EK winners



ABOVE: Emirates' Victorian sales manager Dean Cleaver presented Donald Pitt from Flight Centre West Melbourne with his prize for being one of the travel agent winners of the Emirates to Europe competition.

Pitt chose Venice as his European destination of choice saying he would advise this clients to "make sure you book the water

taxi airport transfer".

He said he reads *Travel Daily* everyday and uses it as a "great way to keep up with the ever changing travel industry".

Other winners for week four include Naomi Alexander, Flight Centre Katoomba, NSW; Andi Von Zeppelin, Zeppelin Travel, QLD; and Pamela Hughes, Paramount Travel, Perth, WA.

## LAN buys AIRES

ONEWORLD's South American carrier LAN Airlines has signed an agreement with Colombian airline AIRES to acquire 98.942% of shares of its parent entities to the cost of US\$32.5 million.

The purchase is subject to a due diligence process which will take between 30-60 days from the signing date.

MEANWHILE, LAN has doubled its net profit in the 2010 Q3 to US\$106.2 million on passenger/cargo business against the same time last year.

The carriers Jan to Sep profit sits at a healthy US\$255m.

**Korea**  
 2010-2012  
 VISIT KOREA YEAR

The world becomes smaller while your world becomes bigger with Korean Air, with its network of 118 cities in over 39 countries for quick and convenient flights to any destination.

**Brisbane Booms**  
 Korean Air now flies from Brisbane 6 times per week\*, providing the best connections to the UK, Europe, Asia and North America.

\* New services commence 31 October 2010

**Brisbane**  
 Sydney  
 Melbourne

London Frankfurt Paris Rome Prague Tel Aviv  
 Seoul  
 New York Los Angeles Toronto Vancouver Tokyo Beijing

www.koreanair.com

Experience the power of network that connects your world

Reservation: Sydney 02 9262 6000, Brisbane 07 3226 6000, Melbourne 08 9670 5800

Excellence in Flight  
**KOREAN AIR**



## Industry Appointments

WELCOME to *Industry Appointments*, *Travel Daily's* Thu feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email [appointments@traveldaily.com.au](mailto:appointments@traveldaily.com.au).

**Novotel Melbourne on Collins** has appointed **Josie Armao** as Director of Sales and Marketing, replacing **Emily Howard** who has moved on to the hotel's sister property, **Novotel Melbourne Glen Waverley**, taking up a similar role.

**Irene Williams** has been appointed as Supply Manager at the **Lido Group**. She has previously worked with high profile companies including **HotelClub.com** and **Ratestogo.com**, **GTA** and most recently with **Destinations of the World**.

**Accor** has appointed **Henrik Berglind** as National Director of Sales - Australia. He succeeds **Kerrie Hannaford** who has moved to New York as **Accor's** Vice President Global Sales for North America. **Accor** has also announced **Yesh Mudaliar** as its Associate Director of Sales with the **Brisbane** team.

**Staywell Hospitality Group's** 203-room hotel the **Park Regis Singapore** has appointed **Jason Dowd** as General Manager. **Dowd** moves across from the Group Operations Manager role which he held in **Staywell's** Sydney head office.

**Singapore Airlines** has appointed **James Lim** as General Manager based in **New Zealand**. He moves from **SIA's** Copenhagen office.

**Sally de Swart** will replace **Rosemarie Sama** as the new Event Director for the **Asia-Pacific Incentives and Meetings Expo (AIME)**. **Swart** was Acting Event Director for past **AIME** functions.

**Lebua Hotels and Resorts** in **Australia/New Zealand** has appointed **Anne Wild and Associates** as its new PR representative. The hotel brand has expansion plans in the pipeline including a new restaurant in **Sydney** next year.

## TAROM on EU-US

**AIR France** has applied to the **US Dept of Transport** requesting to place the designator code of **TAROM** on transAtlantic services from **Paris** to **Detroit**, **New York**, and **Washington DC**, in the future.

**Air France** and **TAROM** are both **SkyTeam** alliance members.

## BW TAS self-drive

**BEST Western** is encouraging travellers to the **Apple Isle** to take a self-drive holiday, offering a 'pack up, drive and discover' deal priced from \$125/night, including accom and brekkie, valid at any **Tasmania** property until **31 Mar** - [bestwestern.com.au/tasdrive](http://bestwestern.com.au/tasdrive).

## ROH top gong for product

**ADVENTURE World Royal Orchid Holidays** were the proud winners of the **Top Seller 2009 Award** at the **Royal Orchid Holidays Worldwide Conference** held in **Thailand** recently.

Strategic partnership manager **Greg Martin** was in **Chiang Mai**, where he accepted the accolade (pictured right).

**Martin** says **AW/ROH** has released its most comprehensive program to date featuring exclusive products such as golfing packages, business lounge passes, pamper packages and dental and medical checkups".

**ROH** will also be offering a new range of products including niche packages such as **The Four Seasons Hotel** and the **Mandarin Oriental**

**Dhara Devi** in **Chiang Mai**, a destination that "has been neglected up until now", **Martin** said.



## NCL results hike up

**NORWEGIAN Cruise Line** has reported a third quarter pre-tax profit rise of 21.4% to **US\$184.1m**, compared to **US\$151.6m** over the same time last year.

**Kevin Sheehan**, **NCL** ceo said "our 21% improvement in **EBITDA** was achieved despite one-time costs related to **Norwegian Epic's** start-up and inaugural activities, as well as an increase in the price of fuel".

**Net Revenue** increased from its '09 price of **US\$390m** to **US\$470m**, with the cruise line attributing the rise to the launch **Epic** in **Jun**.

## Jetstar 50% off deal

**JETSTAR** has a clearance deal on domestic flights offering savings of up to 50% on its entire network, on sale until **01 Nov**.

**JetSaver Light** fares are priced from \$39 between **Adelaide** and **Melbourne**, for travel between **24 Jan-05 Apr** - [www.jetstar.com](http://www.jetstar.com).

## BCD travel

At **BCD Travel** we take a fresh approach to business travel with a focus on innovative solutions and personalised service. We provide outstanding products and service, delivered with an entrepreneurial spirit, to all our clients and we employ, quite simply, the best **Travel** professionals who are committed to taking a fresh approach to business travel.

Due to phenomenal growth in 2010 and to meet the increasing demand for our services, **BCD Travel** are expanding our **Sales** and **Client Services** team with two new employment opportunities to lead and develop our very talented team and to drive the profitability of business.

### Manager of Client Services Melbourne Based

In this role you will be responsible for our team of **Business Managers**, located across **Australia**, focused on exceeding our client's expectations, increasing retention of clients and creatively improving our product and services. You will drive change and results through motivating, training and leading our team as well as maintaining a portfolio of client relationships.

We are looking for the best in the business, someone who is looking to join a global company with a local focus. Is this you?

- Extensive experience as a **Business Manager** with a **Travel Management Company**
- A **Fresh** approach to **Business Management**.
- Have the experience, passion and commitment to lead a knowledgeable team of **Business Managers**
- Be commercially focused and results driven
- Be strongly analytical with excellent reporting and computer skills
- Have the ability to promote internal service and support between all sections of organisation
- A focus on streamlining of processes to ensure an effective and efficient team
- Outstanding sales and presentation skills

### Manager of National Sales Brisbane Based

Responsible for our team of **National Sales Managers** you will lead, support and coach the team to convert the most challenging of sales opportunities. You will be responsible for new business acquisitions in the local market and streamlining sales processes to ensure the most effective **Sales Team**.

The successful applicant will:

- Have a demonstrated history of sales success
- Be experienced in driving and motivating a team to success
- Be able to develop strong relationships with a variety of clients
- Have the ability to implement new initiatives that will positively impact the business
- Be passionate about closing the sale and have a hunger for success
- Be able to successfully form multi level relationships both internally and externally
- Have the ability to step outside the square and deliver a fresh, new approach
- Have outstanding presentation skills

To apply for these positions please forward your application to:

[Nicola.fowkes@bcdtravel.com.au](mailto:Nicola.fowkes@bcdtravel.com.au)



## WIN A JURLIQUE ANTI-STRESS FACIAL



Mauritius is the world's leading spa destination. The island's mix of cultures inspires an eclectic mix of therapies such as Asian Ayurvedic massages, ocean-inspired treatments and African and Creole remedies made from local herbs and flowers.

Restore a natural radiance to the face and ease the tension in the neck and shoulders with this combination of revitalising products and soothing facial massage. This treatment is ideal for someone who wants great results in the busiest schedule.

**Travel Daily** has teamed up with **Mauritius Tourism Promotion Authority** this week and is giving five lucky readers the chance to win an Anti-Stress Facial from Jurlique valued at \$55.

To win this fantastic prize, simply be the first person to email the correct answer to the question below to:

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

**How many continents does the local cuisine of Mauritius originate from?**

Hint! Visit [www.tourism-mauritius.mu](http://www.tourism-mauritius.mu)

Congratulations to yesterday's lucky winner, **Tennille Schell** from **TravelEdge**.



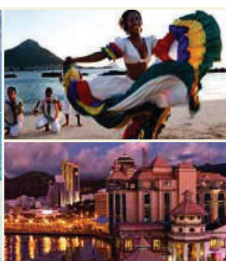
## CO to Caicos

CONTINENTAL Airlines has announced new four times weekly nonstop flights between New York Newark Liberty Int'l Airport to Providenciales, Turks and Caicos Islands, effective 18 Feb.

The services, which are subject to approval, are planned to operate daily from 06 Mar 2011.



[WWW.TOURISM-MAURITIUS.MU](http://WWW.TOURISM-MAURITIUS.MU)



EDITORS: Bruce Piper and Guy Dundas  
E-mail: [info@traveldaily.com.au](mailto:info@traveldaily.com.au)

## 20% off Greenland

BENTOURS is taking 20% off its 12-day Tale of Two Ice Lands voyage in Greenland on Jul 2011 departures, now priced from \$5,391ppts, a saving of \$1348.

## Treasure extension

TREASURE Island in Fiji has extended the sale dates for its Stay 6, Pay 3 night Mega Sale until 19 Dec, for travel to 31 Mar 2011.

The deal is available through preferred wholesalers.

## World on Show rsvp

CREATIVE Holidays is reminding travel agents that RSVPs for its five World On Show Roadshows need to be in by 29 Oct.

The events to take place in Brisbane on 08 Nov; Sydney on 09 Nov; Melbourne on 10 Nov; Adelaide on 15 Nov; and Perth on 16 Nov; showcasing products in Vietnam, Cambodia, the Arabian Peninsula, Hawaii, Thailand, Africa, Mauritius, China, Hong Kong, UK, Europe, Fiji, South Pacific, USA, Canada, NZ, Bali, Singapore and Malaysia.

For address details and RSVPs - [events@creativeholidays.com.au](mailto:events@creativeholidays.com.au).

## VIE BKK website

MGALLERY Collection member VIE Hotel Bangkok has launched its new [viehotelbangkok.com](http://viehotelbangkok.com) website featuring room packages, information about the property and the brands latest news.

## IHG tickets to U2

INTERCONTINENTAL Hotels Group is offering six Holiday Inn VIP packages to the U2 360° show in Sydney on 13 Dec, as part of a new competition tied to the brand's global relaunch.

The 'Stay You-2' comp requires entrants to upload a photo of themselves doing something they love, and then posting the image on the Holiday Inn Facebook page.

The prize package includes a night at the Holiday Inn Potts Point and VIP transfers to ANZ stadium for the concert - for info see [facebook.com/hiaustralasia](http://facebook.com/hiaustralasia).

## Etihad/Asiana c'share pals



ABOVE: Etihad Airways and Asiana Airlines have announced they will begin codesharing on services between Abu Dhabi and South Korea, with fares going on sale from mid-Nov.

EY will launch services from the United Arab Emirates capital to Korea, effective 10 Dec.

Etihad and Asiana said they plan to align their loyalty rewards program so members of Etihad Guest and Asiana Club can earn and burn points on each other's services.

The airlines plan to broaden their pact in time to also cover Europe, Africa and other points in the Middle East and Korea.

EY ceo James Hogan, pictured above (left) with OZ's president and ceo Young-Doo Yoon, said "we are confident that this relationship will increase the flow of traffic between the two countries."

MEANWHILE, the first of 10 Etihad Airbus A380 aircraft frames has been moved into the production line in the aircraft manufacturer's plant in France.

# I ♥ MY JOB

## A great opportunity to join TravelEdge

We're bold and do things a bit differently - that's why our people love it here. Continued growth means we're looking for brilliant individuals to join us.

### Online Consultant - Sydney

In our Online team customer service is key. If you consider yourself reasonably tech savvy, patient and can answer the phone with a smile you'll fit right in.

### Corporate Consultant - Sydney or Melbourne

If you have corporate travel experience, ideally Sabre and Tramada skills, and a passion for amazing customer service we want to hear from you!

### National Account Manager - Sydney

We are looking for a self-motivated National Account Manager responsible for customer retention and growth. You will deliver exceptional account management with a proactive client solutions focus. You will also build and maintain client relationships, working closely with operations to develop and implement processes that exceed expectations. Prior experience in a similar role is desired.

If you've got what it takes to be part of our team, please submit your application in writing to [careers@traveledge.com.au](mailto:careers@traveledge.com.au).

[www.traveledge.com.au](http://www.traveledge.com.au)



*Mauritius:*  
IT'S FRENCH FOR HEAVEN

CONTACT: [WWW.GREENISLANDTRAVEL.COM.AU](http://WWW.GREENISLANDTRAVEL.COM.AU)  
& [WWW.AIRMAURITIUS.COM](http://WWW.AIRMAURITIUS.COM)



# Tailor Your Ultimate Tassie Trip



**TASMANIA. SECRETS REVEALED.**

**Qantas Holidays, in conjunction with Tourism Tasmania, are giving you the chance to uncover some of Tasmania's best kept secrets with the release of the Qantas Holidays 2011 Tasmania Brochure.**

Simply use the brochure to create your ultimate Tassie itinerary to the value of \$5,000. The lucky travel consultant with the most creative response will have their dream converted into reality with Qantas Holidays, up to the value of \$5,000! Include accommodation, transport, tours and total itinerary cost using the prices from the new 2011 brochure! The most creative title for the itinerary entry using 10 words or less each week during the promotion will receive a \$100 Qantas Holidays voucher and a delicious Tasmanian treat!

**Email your answer to: [qhcomp@traveldaily.com.au](mailto:qhcomp@traveldaily.com.au)**

**To view the Qantas Holidays 2011 Tasmania Brochure, click here.**

**Click here to view Terms & Conditions and see some sample itineraries!**

Promotion commences 1 October 2010 and ends 31 October 2010.

**\*TERMS & CONDITIONS:** Promotion is only open to Australian residents who are employed as travel consultants by an IATA-approved travel agent that sells products offered by Qantas Holidays Limited, and are not Flight Centre Limited employees. Please refer to the full terms and conditions.

Qantas Holidays Limited ABN 24 003 836 459. Licence No. NSW - 2TA 003 004, VIC - 31288, QLD - TAG 740, SA - TTA 48 116, WA - 9TA 510



## BARA Sydney curfew push

THE Board of Airline Representatives is urging for an "alignment of conflicting Sydney curfew provisions," with different numbers of take-offs and landings permitted under the 'Sydney Airport Curfew Regulations 1995', when compared to the 'Sydney Airport Curfew Act'.

The Act permits 14 weekly take-offs and landings of international passenger aircraft between 11pm and midnight - compared to the Regulations

which ban any flight operations at all in this period.

Similarly between 5am and 6am the Act allows 35 landings a week, versus the Regulations which limit these to 24 a week.

BARA executive director Warren Bennett said that while airlines agree there is bipartisan support for the continuation of the curfew at Sydney, there would be significant benefits if the rules according to the Act were implemented as standard practice.

### The Travel Industry Mentor Experience

**Encourage the development of your valuable staff**

**Support your employees development with the opportunity to be Mentored by the most experienced people in the Travel Industry.**

The purpose and vision of TIME is:

To provide knowledge, guidance and advice to aspirational individuals within the Travel and Tourism industry allowing them to advance and grow their career.

Experience and research tells us that aspirational individuals are attracted to and stay within an industry, company or organisation that offers them career development.

Go to [www.travelindustrymentor.com](http://www.travelindustrymentor.com) or email us at [time@travelindustrymentor.com.au](mailto:time@travelindustrymentor.com.au)



*Attitude is everything!*



[www.travelindustrymentor.com.au](http://www.travelindustrymentor.com.au)

## BKK accom deals

VENTURE Holidays has a six night package to Bangkok staying at the Bel-Aire Princess Sukhumvit, and return Thai Airways International flights ex Australia, priced from \$1,109pppts.

The deal, which is for various dates from 31 Oct, includes two free nights at the hotel, along with brekkie and transfers.

Other deals are offered at the Indra Hotel (priced from \$1,259) and the Grand Sukhumvit (priced from \$1,379).

Bookings need to be made by 05 Nov - see [ventureholidays.com.au](http://ventureholidays.com.au).

## Avalon earlybirds

AVALON Waterways is offering earlybird savings of up to \$400 per couple on its 2011 European river cruise program.

The cruise line said prices for next year are down by 21% year-on-year as a result of the strong Australian dollar.

The deal is on sale until 15 Dec and covers nine European river cruises of 12 days or more for sailings between Mar and Jul 2011

## Royal profits rise

ROYAL Caribbean saw a 55% rise in net profits over the three months ending Sep to US\$356.8m year on year.

Also up is the company's net yields to US\$2.1 billion a 5.2% increase "profitability momentum moving into 2011 is also quite strong with our newest vessels performing exceptionally well and our management team controlling cost very effectively", said ce Richard Fain.

New forecasts for the year say the cruise line is on track to make £537m, with Fain adding he expects passenger yields to be higher for the 2011 cruise season.

## Marriott growth

MARRIOTT International has said it plans to roll out its newest hotel brands, EDITION and the Autograph Collection, to markets outside of the United States.

Marriott said it plans to add at least 80,000-90,000 hotel rooms to its global portfolio between 2011 and 2013, with other opportunities for 22,000 rooms in Europe and to Asia.

## NZ's new campaign

TOURISM New Zealand saw 1,121,761 Australian visitors to the country for the year ending Sep, an increase of 7.3% year on year, with a greater jump in figures expected with the launch of new advertising campaign "What's ours is yours".

The joint campaign with Pacific Blue will offer Aussies discounted airfares and travel packages to "stimulate bookings over the pre-and post- Christmas and New Year peaks" said Tourism New Zealand ce Kevin Bowler.

The campaign coincides with the Christchurch and Canterbury Tourism's 'Best Kept Secrets Campaign' featuring *The Amazing Races* Phil Keoghan.

## Record high KE Q3

KOREAN Air has achieved a record high level for international passenger and cargo traffic for the quarter ending 30 Sep, with 3,126.2 billion KRW (AU\$2.83b), a rise of 26.2% year-on-year.

## SINGAPORE AIRLINES



Singapore Airlines, one of the world's most respected travel brands, currently has an exciting opportunity for a highly motivated individual to join the Passenger Services team in Sydney.

### Service Centre Officer (Customer Affairs)

Reporting to the South West Pacific Service Centre Supervisor, you will be responsible for handling customer feedback, and ensuring that all feedback received by the Company in Australia is responded to according to Company customer service guidelines.

Principal Accountabilities are:

- Respond to all customer feedback
- Investigation of feedback as required
- Coordinate service recovery processes
- Maintain Customer Affairs database
- Produce monthly reports

This position is full-time and the anticipated hours are 0830 to 1700, Monday to Friday. The position attracts a package including free and concessional travel and subsidised medical benefits.

Applications for the position closes on 05 November 2010.

To apply forward your application and CV to [Dejan\\_Eminagic@singaporeair.com.sg](mailto:Dejan_Eminagic@singaporeair.com.sg). All applications will be treated in strict confidence and only successful applicants will be contacted.



# Hunting for New Opportunities?

Set your sights on these great positions



## Hot Jobs (Australia) - October 2010

Sydney – 02 9231 6444 – [nswjobs@tmsap.com](mailto:nswjobs@tmsap.com)  
Melbourne – 03 9602 1809 – [vicjobs@tmsap.com](mailto:vicjobs@tmsap.com)  
Brisbane – 07 3221 9916 – [qldjobs@tmsap.com](mailto:qldjobs@tmsap.com)

Adelaide & Perth  
– 02 9231 6444 – [sajobs@tmsap.com](mailto:sajobs@tmsap.com), [wajobs@tmsap.com](mailto:wajobs@tmsap.com)  
Executive Positions – 02 9231 6444 – [sally@tmsap.com](mailto:sally@tmsap.com)

Temp or Contract Executive – **Alex and Sharon**  
– **Sally Frape**

JOB OF THE WEEK!

### Sales Manager

- Leading Wholesaler
- High end leisure product

This leading company is looking for an experienced Sales Manager to join their expanding team. Working with key clients whilst also growing their business needs you will have solid sales experience, preferably in Wholesale and also the ability to lead a team. This is a diverse, hands on role where your knowledge of various departments will be highly regarded. If you have drive, enjoy building relationships and want to work with a company that pushes their staff to be the best they can be, this is the role for you.

Contact **Stacy Balderston** at TMS  
E: [stacy@tmsap.com](mailto:stacy@tmsap.com) T: **03 96021809**  
or **apply online now!**

BNE • MEL • PER • SYD  
BKK • HKG • SHA • SIN

### After Hours Consultant - Sydney

- **Award winning agency**
- **No longer feel like just a number**

A fantastic opportunity exists for an experienced Consultant to enjoy the best of both worlds working for this boutique agency assisting their valued clients with any out of hours requests. Working on a rotating roster of early evening, nights and weekend shifts you will enjoy greater flexibility and even have a week off between rosters. What could be better than spending time with your family and making the most of the approaching summer. To be considered for this role you will need solid corporate consulting experience, the ability to use minimum 2 CRS systems and enjoy working in an autonomous role.

Contact Karen McGrath T: **02 9231 6444** E: [karen@tmsap.com](mailto:karen@tmsap.com) or **apply online now!**

### Retail Consultants - Sydney, Melbourne & Brisbane

- **Various positions**
- **Work close to home**

A number of positions are currently available for consultants who want to make a fresh start this Spring. If it is flexible working hours you are looking for or a role that will give you a mix of Retail & Corporate then may just have the role for you. To be considered for these positions you will need to have previous travel consulting experience and knowledge of a CRS system. Don't delay these positions won't last long!

Contact Karen McGrath T: **02 9231 6444** E: [karen@tmsap.com](mailto:karen@tmsap.com) or **apply online now!**

### National Account Manager - Sydney

- **Global Brand**
- **Competitive package**

A fantastic opportunity exists for an experienced National Account Manager to join this global organisation. You will be responsible for developing national account retention and sales plans to achieve business growth. The ideal candidate will have extensive and intimate knowledge of the travel industry, strong analytical skills and negotiation and problem solving skills.

Contact Stacy Balderston T: **03 96021809** E: [stacy@tmsap.com](mailto:stacy@tmsap.com) or **apply online now!**

### International Corporate Travel Consultant – CBD

- **Grow with this well known TMC**
- **Salary up to \$45K + super + benefits**

If you have excellent customer service skills, a mature attitude and an excellent work ethic, this company will provide full training to see you succeed. The role will see you assist corporate clients with all their international bookings in a helpful and professional manner. You must have a minimum 2 years experience in Retail or Wholesale Travel and a qualification in travel. Positive attitude, team spirit and willingness to learn are also essential in this role.

Contact Anna Wachowiak T: **02 9231 6444** E: [annaw@tmsap.com](mailto:annaw@tmsap.com) or **apply online now!**

### Cruise Consultant - Sydney

- **Inner city location**
- **Great benefits**

This leading cruising wholesaler is looking for a superstar to join their team who is as passionate about cruising. Based, in the inner city you will be assisting agents with their enquiries, offering information on the various cruise lines and making recommendations for pre & post travel. This is a great role for an experienced consultant who would like to move away from face to face selling but loves offering second to none customer service. To be considered you must have CRS knowledge and a passion for cruising!

Contact Karen McGrath T: **02 9231 6444** E: [karen@tmsap.com](mailto:karen@tmsap.com) or **apply online now!**

### Domestic Corporate Travel Consultant - Sydney CBD

- **Excellent Company benefits**
- **Sydney CBD offices**

Are you ready to make the move from being a Retail Travel Agent to a Domestic Corporate Consultant? With well appointed offices in the CBD this established company is looking for the right person to expand their team. You will have great customer service skills, an excellent phone manner and email communication skills, a professional presentation and an ability to work well both individually and in a team environment.

Contact Lisa Dodd T: **02 9231 6444** E: [lisd@tmsap.com](mailto:lisd@tmsap.com) or **apply online now!**

### Retail Travel Consultant – North Shore

- **Well respected, high achieving travel agents**
- **Busy environment**

Work close to home in this fantastic travel agency. You must have 2 yrs experience as a retail travel consultant, preferably using Galileo. Good salary plus incentives.

Contact Sharon Moss T: **02 9231 6444** E: [sharon@tmsap.com](mailto:sharon@tmsap.com) or **apply online now!**

### Account Manager – Melbourne

- **Excellent remuneration and benefits**
- **Career Progression**

In this role you will provide on-going account management to existing strategic clients to ensure a high level of customer satisfaction, provide sales opportunities of new products and services as well as assisting customers to maximise revenue generation through existing products. In order to be considered for this role you will have proven sales experience within the travel industry, demonstrated relationship building skills as well as experience in formulating, implementing and managing strategic sales plans.

Contact Karen McGrath T: **02 9231 6444** E: [karen@tmsap.com](mailto:karen@tmsap.com) or **apply online now!**

### Corporate Travel Consultant - Melbourne

- **Modern offices in the CBD**
- **Fantastic team environment**

Due to growing accounts this fantastic corporate travel company in the city is looking for experienced international corporate consultants to come on board. The ideal candidate will have experience in corporate travel consulting, have excellent customer service, good product knowledge and a great work ethic. You must have minimum 2 years corporate consulting experience and knowledge of a CRS

Contact Stacy Balderston T: **03 96021809** E: [stacy@tmsap.com](mailto:stacy@tmsap.com) or **apply online now!**



Awarded  
Best Practice  
Accreditation  
2010

Quality recruitment for the travel and  
hospitality industries in Asia Pacific





**Register with AA for a chance to win 2 VIP Tickets to the U2 360 Tour in Sydney on Mon 13 Dec 10**

**WATCH YOUR HARD WORK PAY OFF**

**CORPORATE BUSINESS DEVELOPMENT MANAGER  
SYDNEY – SALARY PACKAGE OTE \$90K+**

If you're a hunter and a results driven person who understands the corporate sales process this role will allow you to stretch your wings and prove your skills. You will have responsibility for building a sales pipeline and converting new business opportunities, and you will be rewarded with a fantastic salary package which reflects your success. Ongoing career opportunities with this organization are a certainty.

**EVENT MANAGEMENT AT ITS GLOSSY BEST**

**OPERATIONS TEAM LEADER - EVENTS  
SYDNEY – SALARY PACKAGE TO \$90K**

This position is available now for an experienced hands-on events & groups manager who can inspire & give direction to a team and develop skills. You'll have experience in concept, design and delivery of unique corporate events and have a passion for exceeding client expectations. Initially this is a 1yr management role stepping back in to the team after this time. You'll be happy to stay within this fantastic organization.

**GREAT WITH NUMBERS, GREAT WITH PEOPLE**

**REVENUE PLANNING MANAGER  
SYDNEY – SALARY PACKAGE TO \$100K**

Play a critical part in the on going growth & profitability of this successful organization and have an impact on the team. You'll be an experienced Revenue Manager who enjoys analyzing data and making the numbers perform better. Your strength in leadership will inspire your team and encourage an environment of team spirit and great fun. Your product is gorgeous and your benefits include discounted travel.

**SALES IS A BREEZE WITH A BEAUTIFUL PRODUCT**

**INDUSTRY SALES MANAGER  
SYDNEY – SALARY PACKAGE TO \$80K**

Drive the ongoing growth in sales of this beautiful global product through your extensive travel industry relationships and proven experience in growing key accounts. You will be conducting road shows, product training, hosting famils and driving increased sales. We need a dynamic, self-motivated and highly driven individual who can deliver results and have fun doing it. Join a great team and a growing organization.

**A VERY CLEVER CAREER MOVE**

**ACCOUNT MANAGER  
MELBOURNE & SYDNEY – SALARY PACKAGES TO \$80K**

Calling all experienced Account Managers who are looking for new challenges. If you can facilitate multi-layered relationships and consolidate complex data in to concise information you'll be rewarded with a diverse portfolio of both academic & corporate clients who need your knowledge. Drive revenue growth, client retention and cost savings for the clients through your ability to recommend & negotiate deals.

**YOU CAN ALWAYS FIND THE BEST PARTY**

**BUSINESS DEVELOPMENT MANAGER – EVENTS  
SYDNEY & MELBOURNE – SALARY PACKAGES OTE \$100K+**

Are you hungry for a high profile sales role where you can make use of your extensive network across the MICE market? Join the country's leading event management company in a BDM role that will elevate your career to a bigger stage. If you can sell, know the Events market, love achieving targets and being rewarded for your success, join a team of like-minded professionals and pump the life back in to your sales career.

**EUROPEAN TOUR OF DUTY**

**PRODUCT MANAGER  
SYDNEY – SALARY PACKAGE TO \$75K**

This rapidly expanding tour company is looking for an energetic and experienced Product Manager to look after a large portfolio of product. You'll have first-hand knowledge of Europe and the Middle East would be a bonus, having actual contracting experience with suppliers, brochure production and solid understanding of the contracting cycle. An immediate start is available for the right person.

**TECHNOLOGY IS THE FUTURE**

**PRODUCT SUPPORT MANAGER  
SYDNEY – SALARY PACKAGE TO \$85K**

Be the product expert and central liaison point within the business while engaging with customers to ensure their needs are being met. If you have a good head for systems and a great working knowledge of GDS in a practical sense this role offers you an exciting new career direction with a global organization. You'll be a part of a motivated team and be rewarded with a great salary + benefits.

**CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM**

Adriana D'Angelis  
MANAGING DIRECTOR  
Ph: 02 9231 1299

Linda Green  
NSW & ACT  
Ph: 02 9231 2825

Kate Dalrymple  
OLD & NT  
Ph: 07 3229 9600

Kathryn Hebenton  
VIC, SA, WA  
Ph: 03 9670 2577

OR EMAIL YOUR APPLICATION TO [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

FOR MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE [www.aaappointments.com](http://www.aaappointments.com)

**"A GREAT WAY TO FLY"  
Sell & Reap the Rewards**

Simply issue Singapore Airlines tickets with Consolidated Travel between 15 October-15 November 2010 and you could be Reaping the Rewards!

**1st Prize: The Top producing Agency will win 2 return Business Class tickets Europe\***



**2nd Prize: 2 return Economy Class tickets to Europe\***

**\$30 David Jones voucher awarded for every return Economy class ticket\***

**\$50 David Jones voucher awarded for every return Business/First class ticket\***

**\*Conditions:** Valid for tickets issued by Consolidated Travel or via Quikticket between 15 October –15 November 2010 on 100% SQ itineraries to Europe, Japan, Western Asia & Africa (including Earlybird fares) plated to SQ (618) ticket stock on the Consolidated Travel IATA only. Voucher eligibility will be restricted to a minimum sell of 4 tickets during the promotion. Child, Infant, Group Sales, Cancelled or Refunded tickets are not eligible. Consolidated Travel and Singapore Airlines reserve the right to alter or withdraw the promotion at any time. Vouchers will be capped & prize winning tickets do not include taxes or surcharges. Vouchers will be distributed upon completion of the promotion & claims will only be accepted by COB 22 November 2010.

**To receive your vouchers, please complete the details below & fax OR email to the Consolidated Travel Sales Team by Monday 22 November 2010.**

**Agency Name:** \_\_\_\_\_

**Consultant:** \_\_\_\_\_

**Ticket Numbers:** \_\_\_\_\_  
\_\_\_\_\_

**Claim Date:** \_\_\_\_\_

**Melbourne**  
Telephone: 03 9251 5044  
Facsimile: 03 9663 2095

**Sydney**  
Telephone: 02 9394 1402  
Facsimile: 02 9247 7907

**Brisbane**  
Telephone: 07 3334 2000  
Facsimile: 07 3221 3771

**Adelaide**  
Telephone: 08 8203 8001  
Facsimile: 08 8231 1220

**Perth**  
Telephone: 08 9442 6000  
Facsimile: 08 9481 0590

ABN 60 004 692 791