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TRAVEL DAILY

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Nemo loves reading TD

THANKS to all the people who've made such an effort to enter our Nov/Dec photo competition.

We're amazed at the quality and ingenuity of the photos sent in, so keep them coming!

Louise Carter of Jalpak Travel in Adelaide sent in today's photo.

She spent the weekend with Nemo on the Great Barrier Reef, and is now entered to win a fabulous Captain Cook Barefoot Sailing Safari in Fiji, with Air Pacific air.



We're after the best travel photo featuring a copy of TD, and entries can be sent to photos@traveldaily.com.au. More at www.traveldaily.com.au.

District Sales Manager

\$67K pkg incl. fully maintained car, plus company bonus

Carnival Australia, part of the world's largest cruise holiday group, is seeking District Sales Managers to cover territories in Victoria and Queensland to represent the distinguished brands of P&O Cruises UK and Australia, Princess Cruises, Cunard Line, Carnival Cruise Lines, Costa Cruises and The Yachts of Seabourn.

You will manage the sales processes, promotions and activities in an assigned area of travel agencies. You will be required to meet established sales quotas, passenger and revenue targets and budgets for both Pacific and International products, including building business relationships, product education and general support and representation.

Mandatory requirements include:

- Substantial sales experience in a related field or position
- Knowledge of the Australian and International travel industry
- Ability to manage own time within a disciplined call cycle pattern
- Excellent verbal and written communication and presentation skills
- Proficiency in the use of computer business applications
- Strong administrative and time management skills.

Preference will be given to applicants with cruise line experience.

These home based positions require frequent travel and flexibility with working hours to perform the requirements of the job.

Please forward your application to
lucy.mcgorman@pocruises.com.au

Applications close Tuesday, 30th November 2004.

Carnival Australia is an equal opportunity employer.



This week's coaching

IT'S the second week of the six months business coaching for HWT Bankstown which won our Oct \$10,000 prize.

Adrian Caruso of TA Fastrack said he immediately recognised areas where the agency could improve profits after last week's evaluation and goal setting.

He asked proprietor Janene Pendleton to put her prices up, and set a minimum mark-up ("service fee") for each type of airfare.

She will also set higher rates for fares with many segments because of the extra time it takes to complete this type of itinerary.

Caruso also asked Janene to start charging a \$30 booking fee for Virgin Blue bookings, because commissions paid by DJ aren't enough to cover her consultant cost.

He suggested when quoting fares to a client to say "The total airfare will be \$xxx including our booking fee and all taxes".

For next week, he asked Janene to build a database of suppliers (to build their sales) and also clients, classifying them by potential spend.

For more on TA Fastrack's business coaching call 07 3630 1298 or see www.ta-fastrack.com.

Sing a new song

TOURISM Australia yesterday unveiled *This is Australia*, the winner of a nationwide competition to find a song which will help promote the country overseas.

Sydney-based musician Jackie Bristow created the winner which will now be used in a range of overseas promotions.

ATEC's David Mazitelli said the song "adds a new dimension to Australia's international brand".



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WORLD AVIATION SYSTEMS NETT REMIT CO-ORDINATOR SYDNEY



Job Purpose - Manage the nett remit/PALMS requirements of World Aviation Systems

Requirements include:

- Understanding of nett remit and Palms 2 and/or 3
- Excellent interpersonal and communication skills
- Good analytical and numerical skills
- High competency level of fares and ticketing with ability to decipher fare sheets and rules quickly and accurately
- Good team player
- Ability to adapt to a changing environment
- Well developed problem-solving skills

Application information:

Applications close 03 December 2004. All applications to be sent to Veronica Papa: veronicap@worldaviation.com.au

Only successful applicants will be notified.

Announcing a new way to the Cook Islands. Via Christchurch, with Air New Zealand.

Every Wednesday you can fly from Sydney or Melbourne, via Christchurch, to the Cook Islands. Our new service takes off 01 December.

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