

Travel Wholesaler/Consolidator

Kaikōtuitui Awhe

Other names for this job

Travel Wholesale Consultant

What people in this job do

Travel wholesalers produce travel packages for the public that may include airline tickets, transportation, accommodation, sightseeing and tours. Travel consolidators negotiate airfares with airlines and sell them to retail and corporate travel agents.

Travel wholesalers may do some or all of the following:

- negotiate prices with hotels, airlines and other travel services
- produce the prices in brochures for travel agents to make available to the public
- receive orders from travel agents on behalf of the public
- make the reservations and confirm them with travel agents
- produce tickets and itineraries for the public.

Travel consolidators may do some or all of the following:

- negotiate special airfares with the airlines to sell to travel agents
- quote airfares to travel agents
- produce tickets
- receive invoices and send payment for the tickets to the airlines or process the payment for tickets through the Bank Settlement Plan (BSP) system

- update the airfares manual, often using an online database.

Personal requirements

Travel wholesalers and travel consolidators need to have:

- knowledge of different countries, their tourist destinations and types of accommodation
- the ability to negotiate prices with airlines and other travel services
- knowledge of how to construct airfares, organise air travel to different countries and produce tickets
- good customer service and sales skills
- strong communication skills
- skills using manuals and online databases to find things such as airline and hotel rates around the world
- writing skills
- problem-solving skills
- time management skills.

Travel wholesalers and travel consolidators need to be:

- able to use their initiative and solve problems
- reliable and hard working
- well organised, with an eye for detail
- able to work under pressure
- polite and friendly with a good phone manner
- able to deal with a variety of people in the travel and tourism industry.

How to get into this job

To become a travel wholesaler or travel consolidator it is preferred you have a travel qualification such as the National Certificate in Travel.

Secondary education: Three years of secondary education is preferred and useful subjects include English, maths, geography and accounting.

Pay and job outlook

Salaries vary, but travel wholesalers and travel consolidators usually earn between \$18,000 and \$45,000 per year. Those in management positions may earn over \$60,000 per year.

The outlook for travel wholesalers/consolidators is average and the number of people employed in this occupation is expected to remain stable over the next two to three years.

Related jobs

Sales Representative, Travel Agent

Further contacts

Aviation, Tourism and Travel Training Organisation (ATTTO)
WELLINGTON, (04) 499 6570, info@attto.org.nz,
www.attto.org.nz/

NZ Institute of Travel and Tourism Inc (NZITT)
WELLINGTON, (04) 496 4884, eo@nzitt.co.nz,
www.nzitt.org.nz

Travel Agents Association of NZ (TAANZ)
WELLINGTON, (04) 496 4898, info@taanz.org.nz,
www.taanz.org.nz