



TRAVELMANAGERS

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TravelManagers' targeting of agency owners and managers reflects changing industry

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TravelManagers has announced that in addition to experienced travel consultants, it is now actively recruiting travel agency owners together with established travel professionals working in other areas of the travel industry.

The company is actively targeting the best people in travel, particularly agency owners and managers, along with experienced professionals from different backgrounds. The target list has included corporate, as well as leisure retail and wholesale consultants who are interested in having their own travel business.

This approach has been endorsed by the results of Travel Weekly's 2008 Salary and Job Satisfaction Survey which revealed that 53 percent of office-bound industry respondents find the idea of working from home attractive. A major draw for 41 percent of respondents was the prospect of working more flexible hours followed by 28 percent of respondents acknowledging that it is the very act of being able to work from home that attracts them to home-based consulting.

A significant benefit of the TravelManagers' business model is that it allows personal travel managers to focus on looking after their clients, as the TCF accreditation and client accounting reconciliation is taken care of by the company.

This move to recruit agency owners and managers reflects the changing nature of the industry. It is anticipated that owners of some independent agencies with street front or in shopping centre locations may struggle because of rising costs and falling commissions. This comes in addition to frustrations with their franchise or buying group and a tightening of economic conditions in what has been a buoyant marketplace over recent years.

House of Travel executive general manager retail, Mandy Scotney says TravelManagers offer these owners and managers the benefits of still having their own business with the back up and support of a highly experienced administration team.

"The number of people we are recruiting is higher every month but we don't want to limit our recruitment activity to just experienced travel consultants. Many owner operators have the ideal experience, network contacts and attitude to make a stress-free success of being a personal travel manager. Maintaining high standards is very much part of our commitment to our existing travel managers."

Ms Scotney is inviting owners and managers of independent agencies to call Aaron Stinson, TravelManagers' national recruitment manager, for a private and confidential discussion regarding what the company can offer a successful independent agency owner.

For more information visit: <http://join.travelmanagers.com.au>

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