



TRAVELMANAGERS

personally yours

TravelManagers - the choice of travel professionals!

Wednesday, 8 October 2008

TravelManagers continues to grow and is greatly encouraged by the excellent quality of its recruits. According to Executive General Manager Mandy Scotney "The quality of recruits is exactly the type of travel professional that we encourage contacting us to explore the benefits of securing greater control over one's destiny. We have been successful in attracting a mix of owner/operators and senior consultants with extensive experience in either the corporate or leisure fields and I am over-the-moon with the professional approach of our recruits and the enormous knowledge, experience and length of service they have attained within the industry."

All of TravelManagers most recent recruits have made an informed business decision about where their future is best served in terms of remuneration, technological facilities, business systems, supplier relations, professional in-house operational support and sense of community.

TravelManagers' business model is exposed in its entirety during the recruitment process and applicants are encouraged to research what else is available and ensure they fully understand the differences between what is being offered by each host company."

Many claims are made about technology and its superiority over other technology. However, TravelManagers believe that what is most important is the technology's appropriateness to the Australian market place and its relevance to delivering a professional service to its personal travel managers' customers.

Scotney claims that "feedback from personal travel managers overwhelmingly supports an accounting system that provides complete visibility and control of their clients and their bookings so that they can see complete details at any stage of the transaction. Our personal travel managers particularly like having access to a large range of reports that cover all their bookings providing them with full visibility at all times as to what commissions are due to them."

Making the change from employment to self-employed contractor is a big step and can be very rewarding and whilst much is correctly made about the benefits of an improved work/life balance it is a move that should only be attempted by career orientated people who consider themselves the full travel professional and have a minimum of five years consulting knowledge and experience.

The best financial rewards obviously apply to those who still intend to work full-time and Scotney confirms "that 35% of our personal travel managers earn in excess of \$60,000 and included as part of this 35% (but calculated on 100%) is that 10% of all personal travel managers earn in excess of \$75,000 and 15% of all personal travel managers earn more than \$100,000. A number of our personal travel managers are either recent mothers or mothers with school-aged children with many years consulting experience, who work part-time or abbreviated hours and, even allowing for this, 55% of our personal travel managers earn in excess of \$30,000".

TravelManagers believes in transparency and Scotney says "the company's business model is a partnership built on expertise and trust that delivers not only the best rewards but also the most appropriate technology for the Australian market place".

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

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