

Wholesale Travel Agent (Tour Operator)

The work

These individuals are involved in negotiating with hotels, airlines and car hire companies and packaging these elements into a tour. These tours are then supplied to the retail travel agent who sells them to clients, or in some cases, are marketed directly by the wholesaler.

There are four categories of tour operator:

- outgoing tour operators, who arrange tours from South Africa to foreign destinations;
- incoming tour operators, who make arrangements for foreign visitors to South Africa;
- local tour operators, who arrange tours within South Africa;
- general sales agents, who act on behalf of principals, such as overseas tour operators and hotels.

Appropriate national qualifications and learnerships

These qualifications are offered in industry, by some Technical Colleges, and by private training institutions:

Qualification	Learnership	NQF level
National Diploma in General Travel	National Certificate in General Travel	5
National Diploma in Wholesale Travel	National Certificate in Wholesale Travel	5

