



SAARTHI • सारथी

करियर मार्गदर्शन पोर्टल • Career Guidance Portal

"सही मार्गदर्शन, उज्ज्वल भविष्य।"

करियर शीट • CAREER SHEET

टूर ऑपरेटर

A tour operator designs and runs travel packages — arranging hotels, transport, tickets and guides to deliver memorable trips. It is the business side of tourism, with huge scope to build your own company.



Scan for everything on this career

Salary, exams, colleges, the routes in and the steps after — all on the portal.

career.gsssjethantri.in/#/career/hosp-4534

राजकीय उच्च माध्यमिक विद्यालय, जेठन्तरी

Govt. Sr. Sec. School, Jethantri • ब्लॉक समदड़ी • बालोतरा (Block Samdari • Balotra)

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सुशील कुमार शर्मा

प्रधानाचार्य, रा.उ.मा.वि. जेठन्तरी • मास्टर ट्रेनर
Principal, GSSS Jethantri • Master Trainer



श्री चेनाराम चौधरी

प्रधानाचार्य, डाइट बाड़मेर
Principal, DIET Barmer



श्रीमती संघमित्रा

वरिष्ठ व्याख्याता, डाइट बाड़मेर (सहयोग)
Sr. Lecturer, DIET Barmer (Support)



भरत चौधरी

अभिकल्पना व विकास • व्याख्याता (इतिहास)
Designed & developed • Lecturer (History)

विशेष धन्यवाद • SPECIAL THANKS



सुरेन्द्र सिंह राठौड़

व्याख्याता (इतिहास) • रा.उ.मा.वि. कानाना



सुरेश कुमार सैन

व्याख्याता (भूगोल) • रा.उ.मा.वि. रामसीन मूंगड़ा



वनिता कुमारी

व्याख्याता (इतिहास) • रा.उ.मा.वि. रामसीन मूंगड़ा



कमलेश चौधरी

व्याख्याता (राजनीति विज्ञान) • रा.उ.मा.वि. टापरा

करियर मार्गदर्शन कार्यशाला, डाइट बाड़मेर (14-17 जुलाई 2026) में विकसित व लोकार्पित
Developed & unveiled at the Career Guidance Workshop, DIET Barmer (14-17 July 2026)

यह एक स्वतंत्र परियोजना है, जो सरकार की आधिकारिक करियर-मार्गदर्शन सामग्री पर आधारित है। • An independent project based on the Government's official career-guidance content.

1 About this career

A tour operator designs and runs travel packages — arranging hotels, transport, tickets and guides to deliver memorable trips. It is the business side of tourism, with huge scope to build your own company.

2 At a glance

Minimum qualification	Class 12 + degree/diploma in tourism management
Work mode	Office + field — vendor coordination and site inspections
Demand	Growing — boom in domestic tourism and Rajasthan destination tourism
Top earning	₹1,00,000+/month from a successful own tour company

3 What you need

INTERESTS

- Desire to start your own business
- Communicating and negotiating with people
- Planning trips and itineraries

ABILITIES

- Skilled communication and networking
- Ability to motivate a team
- Planning and process management

KEY SKILLS

- Tour package design and pricing
- Booking software and online travel portals
- Hotel-transport vendor management
- Customer service and grievance handling

- Digital marketing and social media
- Understanding of budgets and accounts

4 How to get there

- 1 Complete Class 12 in any stream
- 2 Do BBA/B.A./BTTM in tourism studies/travel-tourism management
- 3 Or do a diploma course in travel and tourism management
- 4 Gain operations experience in a travel agency/tour company
- 5 Optionally strengthen management with an MBA/MTTM in tourism
- 6 With experience, get Ministry of Tourism/state recognition and start your own tour company

MAIN EXAMS

- CUET-UG — for tourism courses in central universities
- IITTM admission process — for BBA/MBA (tourism)

5 Where to study

GOVERNMENT INSTITUTES

- Indian Institute of Tourism & Travel Management (IITTM) — Gwalior/Noida (Ministry of Tourism) (<https://iittm.ac.in/>)
- Central University of Rajasthan (होटल एवं पर्यटन प्रबंधन विभाग) — Kishangarh-Ajmer, Rajasthan (<https://www.curaj.ac.in/departments/department-hotel-and-tourism-management>)
- Mohanlal Sukhadia University — Udaipur, Rajasthan (<https://www.mlsu.ac.in/>)
- Maharshi Dayanand Saraswati University — Ajmer, Rajasthan (<https://mdsuajmer.ac.in/>)

PRIVATE INSTITUTES

- NIMS University — Jaipur, Rajasthan
- Amity University — Jaipur, Rajasthan

ONLINE

- IGNOU (पर्यटन/हॉस्पिटैलिटी कोर्स) — Distance learning (<https://www.ignou.ac.in>)
- Swayam (पर्यटन प्रबंधन कोर्स) — Online (<https://swayam.gov.in/>)

FEES

Tourism courses in government universities about ₹20,000-60,000 per year; ₹1,00,000-3,00,000 per year in private institutes.

SCHOLARSHIPS

- National Scholarship Portal (<https://scholarships.gov.in>)
- SJE Rajasthan Scholarships (<https://sje.rajasthan.gov.in>)
- Vidya Lakshmi Education Loan Portal (<https://www.vidyalakshmi.co.in>)
- Buddy4Study (<https://www.buddy4study.com>)

6 What the work is like

WHERE YOU WORK

Travel agencies, tour companies, online travel portals, hotels-resorts and your own business.

WORK CULTURE

Mixed office and field work; phone coordination with vendors and site inspections; 9-10 hour days in season; opportunities for persons with disabilities too.

WHO HIRES

- | | |
|---|--|
| • Tour-travel companies (SOTC, Thomas Cook) | • Online travel portals (MakeMyTrip, Yatra) |
| • Rajasthan Tourism and RTDC | • Hotels-resorts and destination-wedding companies |
| • India offices of foreign tour operators | • Self-employment — your own travel agency |

DEMAND (2026)

Booms in domestic tourism, religious travel and destination weddings are expanding tour operators' business; Rajasthan is among India's top tourism states, so local opportunities are strong.

7 Career growth

- 1 Travel consultant/operations executive
- 2 Tour operator
- 3 Tour manager/product manager

- 4 Operations manager
- 5 Tourism manager/owner of your own tour company

EARNINGS

Starting	₹12,000-20,000
Mid level	₹25,000-50,000
Senior level	₹60,000-1,00,000

Monthly estimates (2026); commissions and season bonuses extra; successful entrepreneurs earn far more.

8 The good parts · The challenges**The good parts**

- Own business possible with low capital
- Interesting work full of travel and networking
- Direct benefit of Rajasthan's tourism boom

The challenges

- Income depends on season and market
- Pressure of client complaints and last-minute changes
- Heaviest work during holiday periods

9 Real-life journeys**Sumitra Senapaty**

Founder of women's travel company WOW Club

Sumitra Senapaty started Women on Wanderlust (WOW Club) in 2005 to help women travel safely in groups. From a small idea, the company has taken thousands of women across India and abroad.

Life Beyond Numbers · <https://lifebeyondnumbers.com/sumitra-senapaty-wow-club-travel-women-only-group/>

Subhash Goyal

Founder-chairman of STIC Travel Group

Subhash Goyal started STIC Travel in 1973 from a small office and built it into one of India's leading travel-tour companies. Over a fifty-year journey he became a prominent leader of Indian tourism industry bodies.

Travel Trade Journal · <https://traveltradejournal.com/stic-travel-a-half-century-of-navigating-dreams/>

10 Sources & further reading

1. Rajasthan Career Guidance Portal — <https://cg.rajasthan.gov.in/careerguidance/hi/career/%e0%a4%9f%e0%a5%82%e0%a4%b0-%e0%a4%91%e0%a4%aa%e0%a4%b0%e0%a5%87%e0%a4%9f%e0%a4%b0-tour-operator/>
2. IITTM (Ministry of Tourism) — <https://iittm.ac.in/>
3. Rajasthan Tourism Department — <https://www.tourism.rajasthan.gov.in>
4. National Career Service (NCS) — <https://www.ncs.gov.in>
5. National Scholarship Portal — <https://scholarships.gov.in>



And 770+ more careers — the whole portal

Interest and aptitude tests, government jobs, skill courses and a CV builder — free, no login, and it works offline.

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