

Travel Agent

Plan other people's trips and fix them when they fall apart. In Ontario you need to pass an exam first.

TYPICAL PAY

\$50,000

a year, full time

PAY RANGE

\$36k to \$73k

starting to experienced

TIME TO QUALIFY

up to 2 years

after high school

DEMAND

Moderate

job outlook

LICENCE NEEDED

Yes

regulated job

WHERE YOU WORK

Travel agencies, cruise and tour companies, corporate travel desk...

How you get there

- 1 High school diploma** Grade 12
Geography, a second language and any retail or service job. Travelling yourself helps, but is not required.
- 2 Travel and tourism program, optional** 1 to 2 years
A 1 or 2 year college certificate or diploma. Some agencies hire without it and train you, especially in call centre roles.
- 3 Provincial exam if you are in Ontario** Weeks
Pass the travel counsellor exam set by the Travel Industry Council of Ontario within your first 30 days of selling travel.
- 4 Work at a registered agency** 1 to 3 years
You learn the booking systems, the suppliers and the fine print on cancellation rules.
- 5 Specialize** Year 2 onward
Cruises, corporate travel, weddings, adventure, a region you know well. Specialists earn more than generalists.

Pros and cons

- + Cheap training, fast entry, no debt
- + Discounted travel and industry familiarization trips
- + Can be done from home once you are established
- Online booking sites took most of the simple bookings
- Commission income is uneven, and year one is thin
- When a trip goes wrong you are the first person yelled at

Good to know

Ontario has a fund that refunds stranded travellers

The province runs a travel industry compensation fund, paid into by registered agencies, that can reimburse customers when a travel business or an airline fails before their trip. It is one of the strongest c...

The internet did not kill the job, it changed it

Simple flight bookings moved online in the 2000s and thousands of storefronts closed. What survived is complex travel: cruises, multi-country trips, group bookings and anything with a visa questio...

Optional boosts

Cruise. Corporate travel. Groups and weddings. Adventure and expedition travel.

Where these numbers come from

Job Bank: Travel Agent in Canada, wages (updated Nov 19, 2025)
Travel Industry Council of Ontario, the provincial travel regulator
Association of Canadian Travel Agencies and Travel Advisors
Consumer Protection BC: licensed sectors, including travel

Numbers checked September 2026. Pay figures are typical full-time annual amounts in Canadian dollars, based on Government of Canada Job Bank wage data and published salary grids. They vary by province, employer and experience. Tuition is for domestic students. Sources, links and the click-through version: <https://career.help/ca/careers/travel-agent>



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