

## Auctioneer/Sale Manager

### Position Description

An auctioneer or sale manager sells items at public auctions to the highest bidders. They perform many duties before the day of the auction. They assemble items for sale in one location and, if the auction involves small items, sorts items into similar lots to help facilitate their sale. For cow sales, they help manage the preparation of cattle. They may travel a lot as an auctioneer selling dairy cattle at various sales. Auctioneers must be familiar with the value dairy cows so that they can help owners get a good return on their investments.

### Education Requirements

- A high school diploma or GED.
- Meet state licensing rules and regulations such as a criminal background check and pass a written exam. Complete an apprenticeship which is required by some states as part of the licensing process.
- USDA Packer and Stockyard bonds are a must have if handling sale funds.
- Auctioneer training provides behind-the-scenes knowledge to prepare items for sale and appraisal. Such as learning the auctioneer chant.
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### Helpful Skill Set

- A knack for numbers.
- Strong speaking presence and the ability to speak very quickly.
- Good cow sense.
- Know the basics of auction clerking and record-keeping.
- Be comfortable working in a fast-paced environment.
- Strong communication and organizational skills.
- Detail-oriented.
- A good work ethic, being honest and friendly.

### Network Development

- Strong interpersonal skills are essential for interacting with clients, auction staff and private or public bidders.

### Work Experience

- Seek internships – many states require before you can get a license.
- Get a job at the bottom of the ladder and work hard to impress peers.
- Gain experience in public speaking and learn how to control your voice, so you can maintain chant.
- Learn how to pace bids, set a rhythm and find a natural breathing pattern.

### Keywords

auction, buying, bids, livestock, pedigrees, real estate, machinery, appraisal

