



Marketing

STOCK AND STATION AGENT

ALSO CALLED

- Auctioneer



WHAT'S THE JOB ABOUT?

- **Selling properties**

Visiting and appraising properties, arranging and conducting clearing sales of machinery, plant, equipment and household items, taking prospective buyers to inspect properties for sale, facilitating contracts

- **Selling livestock**

Valuing livestock, assisting in selecting commercial and stud stock, advising on different marketing options for stock, arranging transport of stock to and from saleyards, penning and auctioning livestock, buying on behalf of clients, arranging private sales between livestock buyers and sellers

- **Advising and assisting clients**

Studying market trends and prices, providing options for property management and stock or farming problems, arranging finance for the purchase of livestock or property, acting as agents for insurance companies, writing reports on business transactions





Marketing

WORK CONDITIONS

- Stock and station agents usually work out of offices in rural and regional towns.
- Most employment is with large rural merchant organisations with a smaller percentage working for independent agents.
- Work will take place both in and out of the office, at sale yards and visiting local properties.
- Work hours are usually structured with some flexibility for weekend and evening work.
- Managers/owners may monitor the work of staff in different locations.
- Depending on the size and structure of the agency, involvement of the manager/owner in the daily activities will vary and there will be a certain amount of time spent in the office dealing with the legal and taxation requirements of the business.
- Sufficient funds or financial backing are essential to purchase/ lease premises, establish an agency and purchase stock, vehicles and equipment.
- There is an expectation in rural areas of a high level of integrity in business dealings.

EXPERIENCE AND RELATED TRAINING

- Employment opportunities are available in stock and station agencies for individuals who have relevant experience but no formal qualifications.
- Some states and territories have registration and licensing requirements.
- An extensive knowledge of agriculture and especially livestock assessment is required.
- Gaining a formal qualification will help you to develop the knowledge and skills that you need to excel as a stock and station agent.
- If you are already working at this level, you may have your skills recognised by applying for an appropriate qualification.



Marketing

Career path	Training Requirements
<ul style="list-style-type: none"> • Registration <p>Registration is required in some states and territories prior to entry into a career as a stock and station agent.</p>	<p>VOCATIONAL TRAINING</p> <p>Statement of Attainment in Property Practice (Stock and Station)</p>
<ul style="list-style-type: none"> • Trainee Stock and Station Agent <p>You assist the licensee in all aspects of stock and station work.</p>	<p>VOCATIONAL TRAINING</p> <p>Working towards a</p> <ul style="list-style-type: none"> • Certificate 3 in Property (Livestock Services)
<ul style="list-style-type: none"> • Stock and Station Agent <p>You carry out the above tasks under the direction of the licensee.</p>	<p>VOCATIONAL TRAINING</p> <ul style="list-style-type: none"> • Certificate 3 in Property (Livestock Services)
<ul style="list-style-type: none"> • Stock and Station Agency Manager / Owner <p>You administer the activities of the agency, supervise staff and are responsible for all aspects of the business.</p>	<p>VOCATIONAL TRAINING</p> <ul style="list-style-type: none"> • Certificate 4 in Property (Stock and Station Agency) <p>Some states and territories require the owner/ manager to be licensed with the Department of Fair Trading.</p>

Related Jobs

- Company representative
- Farm manager
- Farmer
- Rural business owner/manager
- Rural contractor



[CLICK HERE TO GO TO ACTIVITIES](#)