



Marketing

WOOL BROKER

ALSO CALLED

- Wool Buyer
- Wool Valuer
- Private Treaty Merchant



WHAT'S THE JOB ABOUT?

- **The process of wool selling involves a small number of closely related career options, including:**
 - o **WOOL BROKER** – Acts on behalf of wool growers, warehousing and auctioning their wool clip to maximise returns
 - Arranges bales into lots for testing. The wool is then placed in the catalogue for appraisal by brokers, buyers and the Australian Wool Exchange (AWEX)
 - Interlots or bulk classes small lots of wool to create more saleable lots
 - Provides woolgrowers with a range of risk management products that may maximise returns to the grower
 - o **WOOL VALUER** – Assesses the quality and characteristics of the wool samples
 - Reviews the objective measurements
 - Places a value on the lots of wool
 - o **WOOL BUYER** – Buys wool through the auction system or privately, directly from the grower
 - Buys lines of wool to meet client requirements for quantity, type and price
 - o **PRIVATE TREATY MERCHANT** – Buys wool directly from growers
 - Resells wool under their own brand through the auction system or direct to processing mills, overseas buyers or other merchants



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WORK CONDITIONS

- Australia's wool selling centres are located in Sydney, Melbourne, Newcastle, Launceston and Fremantle.
- Wool brokers work for the major rural merchant organisations or smaller localised businesses in rural and regional areas.
- Work will take place both in and out of the office, at wool selling centres and visiting wool growers.
- Good communication skills are required when working both face-to-face and over the phone.
- Extensive travel may be required to visit current and potential new clients.
- There is an expectation in rural areas of a high level of integrity in business dealings with customer support and satisfaction being essential.
- Work hours are usually structured with some flexibility for travel, weekend and evening work.
- Managers may monitor the work of staff in different locations.
- Opportunities exist to travel both within Australia and overseas to liaise with and determine customer requirements.

EXPERIENCE AND RELATED TRAINING

- To work as a wool broker you must have appropriate qualifications and undertake additional training with the Australian Wool Exchange (AWEX).
- Computer skills are a necessity.
- If you are already working at this level, you may have your skills recognised by applying for an appropriate qualification.
- In rural and regional areas wool brokers may need to hold appropriate auctioneer and real estate licences to maintain full-time employment.
- Significant and relevant industry experience is essential for promotion.



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Career path	Training Requirements
<ul style="list-style-type: none"> • Junior Broker / Buyer / Technical Officer <p>You assist and work under the supervision of a wool broker.</p>	<p>VOCATIONAL TRAINING</p> <p>Working towards a</p> <ul style="list-style-type: none"> • Certificate 4 in Wool Classing • Australian Wool Exchange (AWEX) Identification Appraiser Training
<ul style="list-style-type: none"> • Wool Valuer / Broker / Buyer <p>You undertake a range of the above tasks reporting to a senior wool buyer or manager.</p>	<p>VOCATIONAL TRAINING</p> <ul style="list-style-type: none"> • Certificate 4 in Wool Classing • Australian Wool Exchange (AWEX) Identification Appraiser Training
<ul style="list-style-type: none"> • Senior Wool Buyer <p>You coordinate staff and wool broking activities and may organise lines of credit for wool growers.</p>	<p>VOCATIONAL TRAINING</p> <ul style="list-style-type: none"> • Certificate 4 in Wool Classing • Australian Wool Exchange (AWEX) Identification Appraiser Training • Stock and Station Agent's Licence <p>Senior wool buyers may also undertake risk management product training.</p>

Related Jobs

- Exporter
- Extension officer
- Farm manager
- Farmer
- Financial dealer and broker
- Marketing officer
- Shearing contractor
- Stock and station agent
- Wool classer



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