

# LIVESTOCK SALES

AgCareers.com developed career profiles for high demand jobs in the agricultural industry. These career profiles are a helpful resource for students and job seekers to explore new roles in the industry, as well as for career educators.

## Carcass Merchandiser

### JOB OVERVIEW

Responsible for the sale & merchandising of animal carcasses (pork & beef)

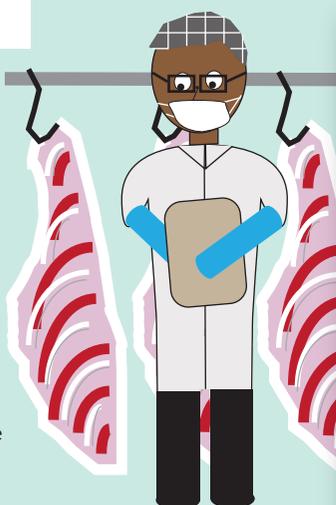
Know & understand USDA grading standards

Determine whether USDA grading on each carcass is in line with company standards

Determine how carcasses will be merchandised on factors like Quality Grade, weight range, ribeye area, breed, etc.

### JOB OUTLOOK

POOR FAIR GOOD GREAT EXCELLENT



### EDUCATION NEEDED

Bachelor's degree in animal science, meat science, agriculture, or related field

### RECOMMENDED H.S. COURSES

Ag education, biology, anatomy, animal science, mathematics, and business courses

### TYPICAL EMPLOYERS

Livestock production, processing, and sales organizations

## Livestock Auctioneer

### JOB OVERVIEW

Sell animals at public auctions

Spot & signal bids from auction attendees; maintain crowd control

Declare winners of animals & direct them to purchase site

Complete various paperwork & recordkeeping tasks on sale animals

Handle paperwork & recordkeeping if managing own auction business

### JOB OUTLOOK

POOR FAIR GOOD GREAT EXCELLENT



### EDUCATION NEEDED

Associate's or Bachelor's in animal science beneficial but not required; attend auctioneering school & become licensed

### RECOMMENDED H.S. COURSES

Ag education, biology, anatomy, animal science, personal finance, business courses, mathematics

### TYPICAL EMPLOYERS

Sale barns & auction companies; most are self-employed

## Livestock Grader

### JOB OVERVIEW

Determine grade of market livestock with high accuracy based on length of animal, degree of muscle, frame size & visible fat

Assign grades according to USDA standards

Complete & file grading paperwork

Attend livestock shows or visit sites like farms or feedlots where grading is requested

Collect product information from sellers

### JOB OUTLOOK

POOR FAIR GOOD GREAT EXCELLENT



### EDUCATION NEEDED

Associates or Bachelor's degree in animal or meat science, agriculture or related field; often certified by USDA

### RECOMMENDED H.S. COURSES

Ag education, animal science, biology, anatomy, economics, government, business & computer courses, mathematics

### TYPICAL EMPLOYERS

Government agencies like state Departments of Agriculture

## Livestock Hauler

### JOB OVERVIEW

Safely & efficiently deliver livestock from a farm to market or processing plant with animal welfare being the foremost concern

Perform necessary maintenance & pre-trip inspections on truck and/or trailer

Monitor livestock conditions on trip & take appropriate action

Complete delivery forms & documentation

Post-trip & clean truck

### JOB OUTLOOK

POOR FAIR GOOD GREAT EXCELLENT



### EDUCATION NEEDED

High school diploma and CDL certification; livestock knowledge preferred

### RECOMMENDED H.S. COURSES

Ag education, animal science, biology, Spanish, mathematics

### TYPICAL EMPLOYERS

Food & livestock production companies

## Livestock Loader

### JOB OVERVIEW

Assist in loading & unloading market livestock onto & off of trucks

Practice safety & animal welfare during loadouts

Assist in load schedules

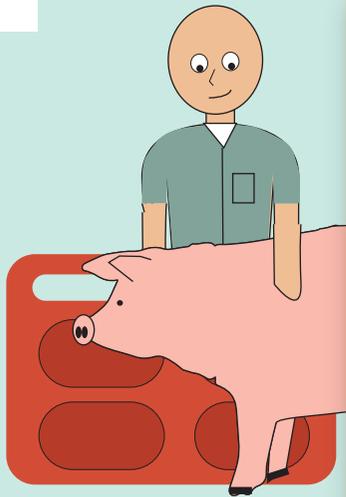
Follow biosecurity protocols

May at times need to lift or move animals manually

Clean loading unit as needed & maintain loading equipment

### JOB OUTLOOK

POOR FAIR GOOD GREAT EXCELLENT



### EDUCATION NEEDED

High school diploma, valid driver's license, livestock industry knowledge

### RECOMMENDED H.S. COURSES

Ag education, animal science, biology, anatomy, Spanish, mathematics

### TYPICAL EMPLOYERS

Food & livestock production companies

PROFESSIONALS IN LIVESTOCK SALES CAN EXPECT TO EARN AN AVERAGE OF \$40,800 PER YEAR