

# 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)

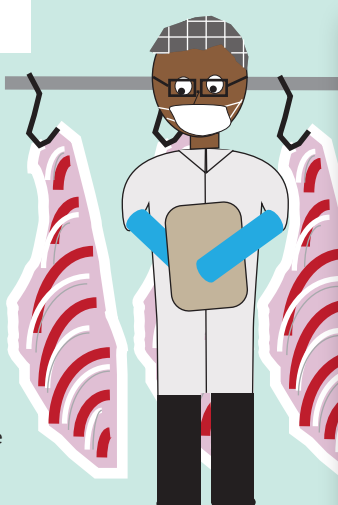
**Know & understand** USDA grading standards

**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

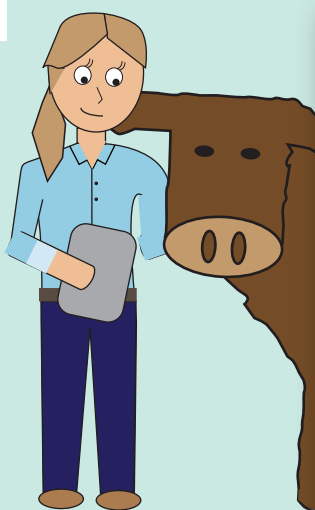
**Complete & file** grading paperwork

**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**

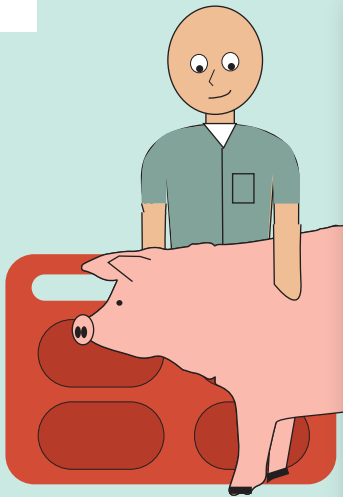
**Follow biosecurity** protocols

**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