

Position Description

Position Details		
Position Title:	Stud Operations Intern	
Reports to:	Market Operations Supervisor	
Role Purpose		
<p>A full-time 8-week internship, this role will provide the successful applicant with extensive experience across the livestock industry in marketing, buying and selling of sheep, cattle and wool, disruptive technology, social media, sales, assessor training, finance and design thinking.</p> <p>The Stud Operations Team delivers premium customer experiences through marketing, data integrity and streamlined, customer-focused online technology. A team that is flexible and dynamic, they build customer confidence through industry knowledge, simple tech solutions and strong brand recognition. A hands-on team, they work remotely and in-field to deliver online solutions to traditional markets. Strong relationships with customers are developed enabling continued sales growth and engagement for new project opportunities. This role provides the opportunity to engage with industry participants, identifying new sales opportunities and ways in which AP can further improve its service offering to customers, both internally and externally.</p> <p>This internship offers the opportunity to work at a corporate level and also an on-farm level in the stud stock industry, meet key industry stakeholders and players. AuctionsPlus will provide a full reference of the experienced gained throughout the internship. If you are passionate about reshaping the livestock sector, please contact us at hr@auctionsplus.com.au</p>		
Key Responsibilities		
<ul style="list-style-type: none"> Educate customers on the AuctionsPlus platform features & benefits. Support customers in actively utilising the AP auctions platform features. Ensure auction catalogues are produced accurately, professionally and on-time and are effectively marketed. Maintain regular contact with stud clients and livestock selling agents. Work with stud clients and livestock selling agents to build, run and deliver interfaced stud sales. Deliver post sale reports to stud clients in a timely and well-presented manner. Work with stud clients to deliver social media advertising for their sale. 		
Critical Requirements		
1	Collaborative. Able to build strong collaborative relationships internally and externally.	
2	Process & Planning. Able to plan and map out projects allowing plenty of time for preparation.	
3	Communication. Able to convey information with clarity and impact both verbally and in writing.	
4	Industry expertise. A knowledge and understanding of the stud stock industry.	
5	Problem solving. Able to analyse information, think logically and solve problems.	
6	Results orientated. Continually driving high levels of performance to try and meet and exceed goals.	
7	Adaptable. Able to easily adapt to changing priorities to meet customer needs.	
8	Education. A degree or diploma in agriculture, agribusiness, animal science or a related discipline would be favourable	
Key Relationships		
Type	Internal/External	Nature of relationship
External customers	External	Providing proactive service to ensure customer satisfaction at all times.
Direct manager	Internal	Respond to information requests in a timely and accurate manner Communicate on progress, concerns and insights
Key peers	Internal	Build collaborative working relationships with Market Operators