



Position Description

Position Details	
Position Title:	Market Operator
Reports to:	Market Operations Supervisor
Role Purpose	
<p>A full-time graduate position, also open to someone with a bit more experience, 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 Market 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. Participation in field events and on-farm sales will also be required.</p> <p>This is an opportunity to work for a cutting-edge tech disruptor in the traditional livestock and wool sector. If you are passionate about reshaping the livestock sector, please contact us at hr@auctionsplus.com.au by Thursday 31st of August 2017</p>	
Key Responsibilities	
1	<p>Education</p> <ul style="list-style-type: none"> Educate customers in the AuctionsPlus auctions platform features & benefits Support customers in actively utilising the AP auctions platform features Deliver presentations to internal and external customers that are training, sales and new opportunity focused
2	<p>Operations</p> <ul style="list-style-type: none"> Process and plan events and upcoming sales to ensure customer satisfaction and maximum exposure for AuctionsPlus Ensure auction catalogues are produced accurately, professionally and on-time and are effectively marketed Ensure the quality and robustness of software products through regular end-user testing and customer feedback Cross-train across all areas of the Market Operations Team including cataloguing, social media, marketing, advertising, interface sales, wool, livestock, reports, finance and business development
3	<p>Relationship Management</p> <ul style="list-style-type: none"> Maintain regular contact with livestock selling agents, producers and buyers to understand their needs and drivers Proactively seek ways in which to further support customers Use market data and trends to enable customers to make informed decisions Effectively manage mis-descriptions and dispute resolution
4	<p>Business Development</p> <ul style="list-style-type: none"> Actively identify and execute on new sale opportunities Engage with industry participants and customers to build relationships and identify potential business opportunities Analyse sales and market data to identify business opportunities
5	<p>Business Insights</p> <ul style="list-style-type: none"> Create and deliver market reports for sales, identify trends, marketable information and value-add information for clients Keep abreast of industry practices and current trends Share business intelligence internally to build customer and market awareness
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 agriculture industry.
5	Influencing. Able to use strong relationships to influence and drive customer sales
6	Problem solving. Able to analyse information, think logically and solve problems.

7	Analytical capability. Able to gather diverse information and provide meaningful analysis.
8	Results orientated. Continually driving high levels of performance to try and meet and exceed goals.
9	Adaptable. Able to easily adapt to changing priorities to meet customer and business needs.
10	Business acumen. Use robust data and analysis to put forward sales and product initiatives recommendations.
11	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.
Internal customers	Internal	Finance – provide timely and accurate information IT – support new product initiatives through insights, testing, feedback
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

Job Description

Position Details

Position Title:	Graphic Designer - Junior
Reports to:	Sales Manager

Role Purpose

AuctionsPlus is seeking a highly professional, creative and dynamic designer with proven experience working across a range of design, digital and brand marketing communications.

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, and design thinking.

You will be responsible for producing high quality marketing communication materials, website design and advertising creation. Attention to detail is key for this creative role as they will be required to maintain consistency, direction and strength of brand, whilst meeting the creative needs of AuctionsPlus' network of customers.

Working across the Sales, Market Operations and Product Development teams, you must be able to multi-task, deliver quickly and accurately on briefs, have the ability to work autonomously in a fast-paced environment, with strong accuracy and attention to detail. The ability to handle multiple projects is key.

The successful candidate will have tertiary qualifications in graphic design and have strong experience with the Adobe Suite (Illustrator, Photoshop, InDesign, Fireworks, and Dreamweaver). A working knowledge of HTML and CSS, and an understanding of website development and management is desirable.

Key Responsibilities

- Producing marketing collateral, to brief, from concept to completion for the AuctionPlus brand and for AuctionPlus clients, including but not limited to adverts, flyers, web/digital resources, corporate stationary, brochures, academic materials, signage and other AD HOC marketing materials as required
- Designing and preparing branded Microsoft Word and PowerPoint templates for use within the businesses
- Maintaining a consistent visual brand identity (according to brand guidelines)
- Create engaging copy in line with AuctionsPlus tone-of-voice and language
- Retouching photographic assets; deep-etching, retouching models, colour correction
- Designing and creating accurate and effective print ready artwork in multiple formats (ai, pdf, eps) and digital marketing resources (jpg, gif, png, tif, psd) in a timely manner.
- Identifying and introducing efficiencies within publishing procedures and activities as appropriate
- Communicate and liaise with key internal and external stakeholders to deliver effective design solutions

Key Relationships

Type	Internal/External	Nature of relationship
Customers / Suppliers	External	Build positive relationships with customers and suppliers.
Internal customers	Internal	Market Operations – provide support and information as required Finance Product Development
Direct manager	Internal	Respond to information requests in a timely and accurate manner Communicate on progress, concerns and insights

Critical Requirements

1	Relationship Management. Excellent communication, presentation and organisational skills are crucial for success in this role, as are high levels of initiative, self-motivation and a positive, 'can-do', customer-focused approach.
2	Collaborative. Able to build strong collaborative relationships internally and externally.
3	Process & Planning. Able to plan and map out projects allowing plenty of time for preparation.
4	Communication. Able to convey information with clarity and impact both verbally and in writing.
5	Industry expertise. A knowledge and understanding of the agriculture industry.
6	Problem solving. Able to analyse information, think logically and solve problems.
7	Attitude. Self-starter capable of thriving in a growth stage company environment who is fearless on the phone, persistent, and accepting of rejection.
8	Adaptable. Able to easily adapt to changing priorities to meet customer and business needs.
9	Analytics. Understanding of key analytics and how to drive action and engagement from insights and trends
10	Design. Proven experience in web/visual and strategic communication design that is both conceptual and templated work
11	Turn-around. Ability to work in high-volume environment while maintaining high attention to detail
12	Strong attention to detail and art-working skills. Knowing the importance of getting artwork right from the beginning
13	Organisation skills. Management of graphic collateral and photographic assets
14	Liaison Skills. Negotiating quotes, maintaining procedures, production and controls to ensure the accuracy and timeliness of graphic assets ranging from catalogues, brochures, business cards, to large format POS for events and conferences
15	Photographic/Design Eye. A strong design sensibility and a natural creative flair, creating original design concepts, capturing great photos and attention to detail

Position Description

Position Details	
Position Title:	Digital Advertising - Sales
Reports to:	Sales Manager
Role Purpose	
<p>A full-time graduate position, also open to someone with a bit more experience, 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 Digital Advertising Associate will be responsible for prospecting, forecasting, reporting, booking and account management of AuctionsPlus Display Advertising Solutions. You will establish and foster relationships across media, marketing, analytics and industry stakeholders to ensure strong ties at multiple levels, including higher level relationships to develop ongoing budget allocation expansion and upsell opportunities.</p> <p>As an integral part of the Sales team, this role will be responsible for educating stakeholders about the value of AuctionsPlus products and making recommendations how they can best be leveraged to achieve specific client goals and objective. The successful applicant will work alongside the Market Operations Team to deliver premium customer experiences through marketing, data integrity and streamlined, customer-focused online technology.</p> <p>The teams are flexible and dynamic, they build customer confidence through industry knowledge, simple tech solutions and strong brand recognition. Being a hands-on team, they work remotely and in-field to deliver online solutions to traditional markets. This role provides the opportunity to engage with industry participants. Participation in field events and on-farm sales will also be required.</p> <p>This is an opportunity to work for a cutting-edge tech disruptor in the traditional livestock and wool sector. If you are passionate about reshaping the livestock sector, please contact us at hr@auctionsplus.com.au</p>	
Key Responsibilities	
1	<p>Relationship Management</p> <ul style="list-style-type: none"> Maintain regular contact with livestock selling agents, producers, buyers and industry stakeholders to understand their needs and drivers Proactively seek ways in which to further support customers Use market data and trends to enable customers to make informed decisions
2	<p>Business Development</p> <ul style="list-style-type: none"> Actively identify new sale opportunities and opening partnerships Create, deliver and refine tactics to expand Auctions Plus reach in the market Engage with industry participants and customers to build relationships and identify potential business opportunities Analyse sales and market data to identify new potential growth areas of business
3	<p>Sales</p> <ul style="list-style-type: none"> Develop and execute a detailed business plan to grow revenue opportunities from new prospects within your market Prospect and hunt for new business while equalling supporting existing or returning clients Develop and close effective and high return digital campaigns Identify and prospect for large opportunities at multiple levels Meet and exceed monthly sales goals Oversee your clients' campaigns, regularly communicating performance results
4	<p>Education</p> <ul style="list-style-type: none"> Educate customers in the AuctionsPlus auctions platform features & benefits Support customers in actively utilising the AP auctions platform features Deliver presentations to internal and external customers that are training, sales and new opportunity focused

5	Operations <ul style="list-style-type: none"> • Plan events and upcoming sales to ensure customer satisfaction and maximum exposure for AuctionsPlus • Ensure auction catalogues and advertising are produced accurately, professionally and on-time and are effectively marketed • Ensure the quality and robustness of software products through regular end-user testing and customer feedback • Cross-train across all areas of the Market Operations Team including cataloguing, social media, marketing, advertising, interface sales, wool, livestock, reports, finance and business development
4	Business Insights <ul style="list-style-type: none"> • Create and deliver market reports for advertising, sales, identify trends, marketable information and value-add information for clients • Keep abreast of industry practices and current trends • Share business intelligence internally to build customer and market awareness

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 agriculture industry.
5	Influencing. Able to use strong relationships to influence and drive customer sales
6	Problem solving. Able to analyse information, think logically and solve problems.
7	Attitude. Self-starter capable of thriving in a growth stage company environment who is fearless on the phones, persistent, and accepting of rejection.
8	Analytical capability. Able to gather diverse information and provide meaningful analysis.
9	Results orientated. Continually driving high levels of performance to try and meet and exceed goals.
10	Adaptable. Able to easily adapt to changing priorities to meet customer and business needs.
11	Business acumen. Use robust data and analysis to put forward sales and product initiatives recommendations.
12	Education. A degree or diploma in agriculture, agribusiness, animal science or a related discipline would be favourable
13	Business Development: Strong consultative sales skills, relationship building, external and internal customer satisfaction management
14	Sales. Inquisitive and very resilient nature and has track record of building and maintaining strong client relationships and closing new business
15	Media Sales. Sound understanding of internet advertising technologies and able to highlight significant success in media sales, with a specific focus on digital display/PPC Campaigns

Key Relationships

Type	Internal/External	Nature of relationship
External customers	External	Providing proactive service to ensure customer satisfaction at all times.
Internal customers	Internal	Finance – provide timely and accurate information IT – support new product initiatives through insights, testing, feedback
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