



## Livestock Broker – Position Description

### Company Overview

Allied Beef is a progressive cattle company which is a preferred large-scale supplier of cattle to premium markets. The company is focused on managing, marketing and producing a consistent supply of cattle that meet market specifications. An opportunity currently exists for a Livestock Broker to join the team based at the company's head office Toowoomba. This new role is suited to a highly motivated professional person seeking to join the company's marketing team.

Allied Beef principally operates across the key cattle regions of Queensland, New South Wales and Victoria. Allied Beef has an extensive understanding of the cattle markets across Australia including live export, grain and grass fed and breeder markets. The company uses this knowledge to maximize the success of the cattle operations through developing solutions to medium to large scale operations.

### Responsibilities

#### *Specific*

- Build and maintain livestock seller relationships
- Broking of livestock (breeder, stocker, feeder and slaughter cattle)
- Develop key relationships with cattle sellers
- Grow new client base
- Excellent organisational and communication skills
- Possess the confidence to negotiate pricing and secure listings
- Possess excellent attention to detail, confidentiality and an entrepreneurial attitude
- Ability to assess markets and to advise on marketing for clients
- Negotiating spot and forward market arrangements
- Regular communication with clients and customers
- Identify new market opportunities
- Work closely with the customers through continuing sales and marketing activities
- Role will evolve as company expands

#### *General*

- Assist in growing Allied Beef to be a cattle partner of choice for property owners
- Assist in growing private client network in target areas
- Uphold company principles
- Tertiary qualification beneficial

#### *Package*

- TBA

Allied Beef prides itself on offering professional and responsive working environment with opportunities to grow your career within the company.

Applications should be directed to  
Grant Haddin [grant@alliedbeef.com.au](mailto:grant@alliedbeef.com.au) OR  
James Maclean [jmaclean@alliedbeef.com.au](mailto:jmaclean@alliedbeef.com.au)  
before 10 April 2020