

ORGANISATION: Moses & Son  
POSITION TITLE: **Wool Marketing Specialist**  
DEPARTMENT: Wagga Wagga  
ACCOUNTABLE TO: Managing Director  
LIASES WITH: All Staff  
REPORTS TO: Managing Director

**Objective:** Apply your expertise in wool preparation and marketing for the purposes of building strong client relationships and provide tailored clip preparation and wool marketing advice to service clients in the Riverina/Northern Victoria. Working with our Auctioneer/sales team you will be an integral part of our wool broker business. This role will provide technical support to both staff and clients.

**Skills and Competencies:** Wool marketing experience (auction, forward, electronic), sound computer skills, Wool Classers Certificate, NSW Driver's licence, wool and sheep industry knowledge, An understanding of AWEX ID, wool typing and forklift licence would be an advantage.

**Responsibilities:**

WOOL

- Canvassing new business.
- Pre-shearing clip preparation education and advice.
- Education to growers on the importance of compliance, in particular the National Wool Declaration and bale weights.
- Tailored wool marketing advice and service including auction, electronic offer board, forward marketing and private buying.
- Forward Marketing contracts.
- Liaise with the Sale Captain and Administration team to process sales.
- Conversing with clients with their valuations, reserves and sale results.
- Keep abreast of market intelligence, marketing strategies, clip analysis, clip trends, seasonal health issues and relevant merchandise products.
- Clip Analysis preparation and delivery.
- Liaise with Transport Contractors and Warehouse to ensure incoming wools are coordinated in an orderly and timely fashion.
- Education and advice to other staff on wool marketing and clip preparation.
- Facilitate education sessions to Wool Classers.

MERCHANDISE

- Actively promote and sell Moses & Son's merchandise range by adhering to the three key principles of our Merchandise division.
- Ensure all merchandise sales are invoiced and the Merchandise procedure is adhered to.

BLUECHIP LIVESTOCK

- Promote Bluechip Livestock by ensuring clients understand our point of difference.
- Keep abreast of the current livestock market and Bluechip offerings.
- Refer clients to the livestock team to fill client orders.

#### ADDING VALUE TO CLIENTS

- Attend, promote and coordinate client education sessions and field days.
- Represent Moses & Son at industry events.
- Relief support for warehouse and sampling staff.

#### GENERAL

- Abide by Moses & Son's policies and practices as varied from time to time.
- Participate in Moses & Son's performance appraisal program as required.
- Undertake not to reveal to any person or entity any confidential information.
- Responsible for building and preserving the reputation and high standards of Moses & Son by adhering to the Code of Conduct at all times.
- Contribute to the quality improvement process.

#### WORKPLACE HEALTH AND SAFETY

Moses & Son endeavours to provide a working environment for its employees that is safe and without risk to health. Employees are required to:

- Take reasonable care for their own safety and that of anyone else who could be affected by their actions;
- Responsible for ensuring the implementation of health and safety policies and procedures; and
- Fully co-operate with Moses & Son in any action it considers necessary to maintain a working environment which is safe and without risk to health.