

Auctioneer

Auctioneers value items, including antiques, paintings, cars, property and livestock, and then sell them in a public space. The people in the audience offer ever-increasing prices and the auctioneer sells the item to the person offering the highest price.

The Work

You are likely to specialise in one particular area, broadly categorised as; moveable items, such as antiques, cars and machinery; livestock; property and land.

You could be:

- examining each item and judging its value
- agreeing a price which will profit both the seller and the auction house
- producing and distributing brochures describing items, particularly for a big specialist sale
- booking a venue and arranging advertising for the sale
- organising insurance and transport for goods
- presenting and describing each item in turn to the audience
- watching the audience, calling out their bids and taking bids on the phone and internet
- ending the sale when the highest offer is accepted
- working out commission earned on sold items and completing paperwork.

Pay

The figures below are only a guide. Actual pay rates may vary, depending on:

- where you work
- the size of company or organisation you work for
- the demand for the job.

Salaries range from between £17,000 and £20,000 a year for new entrants, rising to £23,000 or more. Senior managers can earn up to £50,000, sometimes more. Self-employed auctioneers depend on commission for their income.

Conditions

- You will work in an office and in salerooms, but may travel about visiting clients and sites.
- If you are selling farm goods you may work outdoors in all weathers.
- You will sometimes work in the evening and at weekends.

Getting In

You can get in by various ways and entry is very competitive.

- Knowledge of, experience in and contacts within the specialist field are more important than paper qualifications.
- You usually need a degree relevant to your area of expertise to work in a major auction house.
- You could start as an assistant in an auction house, getting experience and on the job training — you do not usually need qualifications.
- It helps if your degree is relevant to the area you want to specialise in, such as fine art or property management.
- After your degree you may get onto a graduate training scheme such as those run by Christie's or Sotheby's.
- Livestock auctioneers generally come from an agricultural background.

What Does It Take

You need to have:

- a strong clear voice
- a good knowledge of the items to be auctioned
- confidence and the ability to make decisions
- sound judgement
- a good memory to identify items and remember how much similar items have sold for
- an eye for detail
- good communication skills
- business awareness
- good concentration and observation skills.

You need to be able to:

- work under pressure
- be alert and think quickly
- do calculations quickly.

Training

- If working in the area of property sales, you can study for the professional exams of the Royal Institution of Chartered Surveyors (RICS).
- The RICS website gives details of recognised part time and distance learning courses.
- Sotheby's Institute of Art in London offers a range of courses from masters' degrees to one-day specialist seminars. Some short courses are available online.
- Christie's Education offers undergraduate and postgraduate degrees in arts in association with the University of Glasgow.

Getting On

- To be successful you have to develop contacts in the auctioneering business. You might then be able to move from a smaller firm into a large, prestigious auction house.
- As a fine arts auctioneer in a larger auction house, you could become a specialist in a particular area —

perhaps furniture, books, works of art or ceramics.

- You could move into management or become self-employed.

Contacts

British Retail Consortium (BRC)

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Royal Institution of Chartered Surveyors (RICS) Scotland

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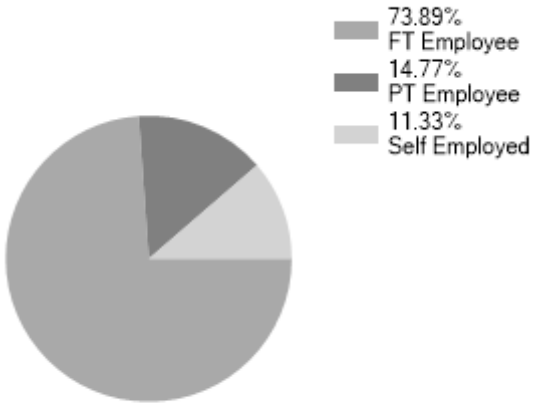
Website: www.rics.org/uk

Twitter: @RICSnews

Facebook: www.facebook.com/ricssurveyors

Statistics

Employment Status UK %



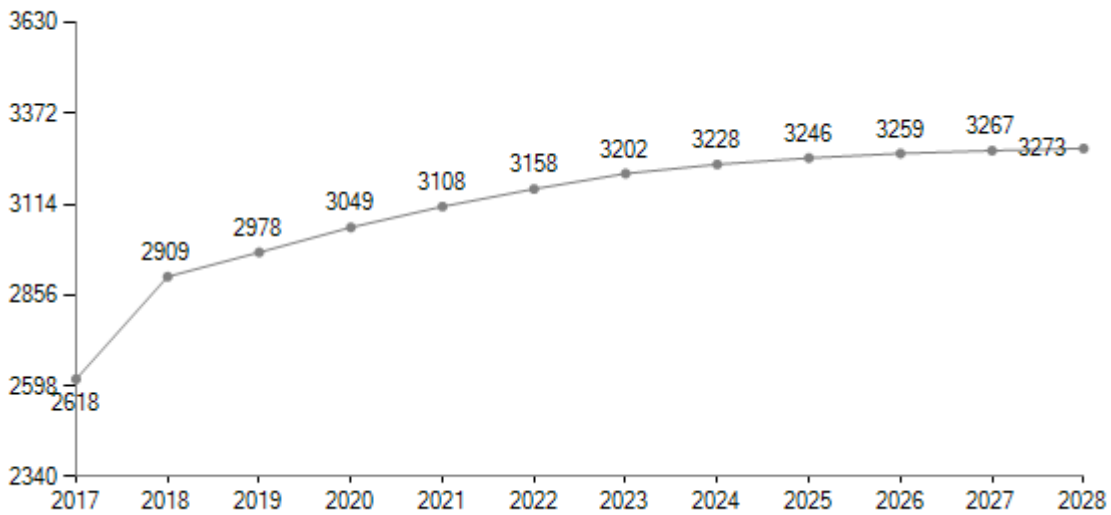
Past Unemployment - Scotland

Date	Unemployed
Dec 2018	0.17%

LMI data powered by [EMSI UK](#)

LMI data powered by [LMI for All](#)

Predicted Employment in Scotland



LMI data powered by [EMSI UK](#)