



# EMPLOYEE

## *Spotlight*



## Harvey Stuart

### What Inspired Your Career Choice?

I chose auctioneering as a career because it's something I've been around my whole life. I grew up on a farm in Glenlivet, working with cattle and sheep, and I always enjoyed going to the mart with my dad and family to sell livestock. I was really interested in how the auctions worked and always knew I wanted to be an auctioneer. My first step in getting started was writing a letter to John Angus.

### A Day in the Life of a Trainee Auctioneer

My role is busy and no two days are the same. On non-sale days, I'm out canvassing, meeting farmers, and looking for stock to sell. I also handle valuations and general enquiries, which lets me meet new people and learn about different farmers. Sale days are my favourite though. There's nothing like the buzz of selling to a busy ringside of buyers, especially when I'm selling sheep at Thainstone. The atmosphere in the ring and seeing vendors happy with the trade make it all the more rewarding.

## **Growing and Learning on the Job**

I began working in the main office, which gave me a good foundation, and then progressed to becoming a trainee auctioneer. Early on, selling furniture and at rousps was a great way to learn the ropes and build my confidence. Being out on the road canvassing has been a great experience - it's helped me build relationships and learn more about the industry. I recently started university which has been a big step in my development as well.

## **Proud Moments and Achievements**

I'm proud to be working on a few exciting things right now. One highlight recently was taking on the role of auctioneer at the Farmers' Choir Concert. It was a great event, and I'm grateful to have contributed to such an important cause that our community really values. Progressing to selling store lambs has also been a great achievement - it's been a big part of my work recently, and it's always rewarding to see good results for the farmers.

## **Looking Ahead: Future Goals**

Looking ahead, my biggest goal is to become a fully qualified auctioneer. I've also never sold cattle before, so I'm really looking forward to gaining that experience and being able to sell both cattle and sheep. Over the next few years, I'm excited about the opportunity to sell regularly and continue building my confidence and skills in the ring.

## **Advice for Aspiring Auctioneers**

My advice would be to give it your best shot and put in as much effort as you can - the more you put in, the more you'll get out of it. Don't be afraid to ask for help if you're stuck or unsure. Everyone has to start somewhere, and there are always people willing to share their experience and guide you along the way.

## **Life Outside the Ring**

Outside of work, I enjoy darts and I'm also part of the Keith Young Farmers, where I get involved in showing cattle and sheep. My ideal day off would be out shearing sheep with the local contractors.