

Dictionary definitions

Auc-tion-eer

Noun

A person who conducts sales by auction.

Verb (used with object)

To auction something

AUCTIONEER / VALUER (Land or property)

£18,000 to £40,000

Related jobs: Estate Agent, Lettings Agent, Surveyor

DESCRIPTION

An Auctioneer/Valuer will view and value land or property and produce detailed and accurate reports. If the land or property goes to auction the Auctioneer encourages bidding and tries to obtain the highest price for the client (the person selling). Often, the client needs to know the value of the land or property so it can be sold but sometimes the value is needed so the client can use it as security to borrow money from the bank or include the information in company accounts.

PERSONAL QUALITIES

Excellent written and verbal communication skills

Excellent presentation skills

An assertive and out-going nature

The ability to work under pressure

Excellent listening and negotiation skills

TRAINING & QUALIFICATIONS

As with most jobs there are many ways into the profession. The Diploma in Construction and the Built Environment may be useful for this role. One example of a progression route could be:

JUNIOR POSITION

Junior Auctioneer
£18,000
A degree approved by RICS

MID POSITION

Auctioneer
£23,000
As before but with APC
(Chartered status)

SENIOR POSITION

Senior Auctioneer
£40,000
As before but with management responsibilities and experience

RICS = Royal Institution of Chartered Surveyors

APC = Assessment of Professional Competence. This will take a minimum of two years to complete and give you chartered status.



Case Study

I started in the profession on a Youth Training Scheme over 23 years ago and worked my way up to my current role of Managing Director within the company and Auctioneer. I have also chaired the National Association of Valuers and Auctioneers, am a Chartered Surveyor and in 2003 was the youngest ever National President of The National Association of Estate Agents (NAEA).

We currently hold 5 auctions a year of between 5 and 30 lots and are ranked as No1 in North Wales and have recently won the Negotiator UK Residential Auctioneer of the Year (won in Nov 2008)

As a Chartered Surveyor too, my day to day role is varied and the best results are seeing people's dreams come true on the fall of the gavel. Auction is an exciting and demanding time so it's a job you'll need to love and be committed to.

Melfyn Williams

asset skills

FURTHER INFORMATION
www.connexions-direct.com/jobs4u
www.ricscourses.org/Pages/Home.aspx
www.findyourway.co.uk
www.assetskills.org

