

Bloodstock Agent

Breeding & Bloodstock

Job Summary

A bloodstock agent is responsible for purchasing horses for racing and breeding both privately and at public auctions as well as providing advice to clients on mating for mares, pedigrees and racing plans. A bloodstock agent must have extensive knowledge on thoroughbred pedigrees, racing form, and conformation.



Main Duties

- Analyse pedigrees and conformation to assess the value of thoroughbreds being offered for sale, both privately and at public auctions;
- Bid on horses in the auction ring for their clients and may initiate or broker deals for horses being offered privately;
- Advise clients on breeding plans for their broodmares; they may facilitate the booking of these mares to stallions that are in high demand;
- Evaluate the fitness of individual horses working closely with veterinarians, farriers and other equine health professionals;
- Constant networking and building of relationships with industry professionals to maintain and expand their sales business;

Job Level

Specialist Role

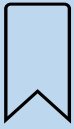
Typical Employer

Self-employed; Bloodstock Company's; Sales Houses;



Case Study

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Competencies (Behavioural)

- Passion - a love for horses or horse racing is the No. 1 motivating factor why people work within the horse racing industry (HRI Education & Training Survey 2020);
- Critical & innovative thinking (problem solving; reasoned decision making; reflective thinking; entrepreneurship;) & Interpersonal Skills (communication; teamwork);

Knowledge & Skills

Equine Knowledge & Skills

Breeding operations;
Purchasing & sales procedures;
Pedigree;

People Knowledge & Skills

Leadership & management skills;
Communication skills;
Health & safety regulations;
Self development;

Racing Knowledge & Skills

Racing industry knowledge;
Racing rules & regulations;
Integrity of the sport;

Business Knowledge & Skills

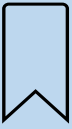
Admin, compliance & law;
Marketing, PR & networking;
I.T. / digital Skills;

Education

While no specific training is required to start a career as a Bloodstock Agent, many new entrants to the industry have a bachelors' degree in Equine Business (Course Code: MH405) or Equine Science (Course Code: LM093) or Animal Science - Equine (Course Code: DN250). Other relevant qualifications include: Level 5 Horsemanship (Course Code: 5M3371); Level 6 Equine Breeding (Course Code: 6M3507); and the Irish National Stud's Breeding Course. See www.qualifax.ie for further information.

Post graduate opportunities include Godolphin Flying Start - www.godolphinflyingstart.com;

CPD: The Irish Thoroughbred Breeders Association (I.T.B.A.) provides members with the opportunity to continue their professional development through a calendar of training and seminar activities on an ongoing basis. See www.itba.ie for further information.



Career Path (Alternative Careers)

Broadcaster
Sales House Employee
Bloodstock Auctioneer

Experience

Most Bloodstock Agents have worked their way to this rewarding career path and are passionate about the horses in the thoroughbred industry;

Job Availability

Job availability is limited. Follow www.workinracing.ie for information on job opportunities within the breeding, racing and racing administration.



Certification

No certification is required.

Working Conditions

The role is mainly office based as primary duties include overseeing the accounts, selecting and purchasing stallions and mares, and liaising with owners.

Pay & Benefits

Unless under contract to a major player in the thoroughbred industry, bloodstock agents are self employed and do not earn a set salary, they are compensated for their efforts by a commission.