WYATT CALLOWAY

LIVESTOCK SALES REPRESENTATIVE

CONTACT

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Billings, MT

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SKILLS

- Cattle Marketing
- Livestock Evaluation
- Feeder Cattle Grading
- Consignment Sales
- Video Auction Sales
- Beef Quality Assurance
- Herd Health
- Low-Stress Cattle Handling
- Negotiation

EDUCATION

Bachelor of Science

05/2020

Montana State University

Bozeman, MT

Animal Science

CERTIFICATES

Beef Quality Assurance (BQA) Certification

08/2020

Montana Beef Quality Assurance Program

Livestock Dealer License

05/2022

Montana Department of Livestock

SUMMARY

Livestock Sales Representative with 6 years in cattle marketing, feedlot work and ranch visits across south-central Montana and northern Wyoming. Bring 9,000 head a year to sale through consignment sales and video auction sales, with sound livestock evaluation and Beef Quality Assurance practice behind every lot.

EXPERIENCE

Livestock Sales Representative

05/2022 - Present

Yellowstone Valley Livestock Auction — Billings, MT

Weekly cattle auction and video sale serving ranches in Montana and Wyoming.

- Recruit **9,000** head of consigned cattle a year from 120 ranches, up from 6,200 head in 2022.
- Grade feeder cattle on ranch visits, writing lot descriptions buyers trust for frame, flesh and weight.
- Produce video and lot descriptions for 4 video auction sales a year, selling 3,100 head ahead of fall delivery.
- Contact 60 order buyers and feedlots before each sale, adding 14 regular bidders and lifting average prices $4 per cwt.

Pen Rider and Cattle Processor

06/2020 - 04/2022

Big Horn Cattle Feeders — Hardin, MT

12,000-head commercial feedlot.

- Monitored 40 pens daily on horseback, pulling sick cattle early and holding death loss under 1% across 2 winters.
- Processed 800 incoming head a week, recording vaccinations and implants for herd health records.
- Organized weighing and sorting of fed cattle for 25 shipments a month, keeping pen weights within 15 lbs of target.
- Trained 3 new hands on low-stress handling under the feedlot's Beef Quality Assurance protocol.