

Live Auction Host / Sales Associate – Coins, Currency & Precious Metals

Pay: \$60,000–\$200,000 per year

Job Type: Full-time

Work Location: In person

About Bigfoot Coins and Bullion

Bigfoot Coins and Bullion is looking for an energetic and personable **Live Auction Host / Sales Associate** to join our team! This position is responsible for hosting live auctions on platforms such as Whatnot, TikTok, and eBay Live while helping prepare and process inventory for each show.

The ideal candidate is a confident salesperson who enjoys working with customers, has a strong interest in history and collectibles, and can effectively present and sell a wide variety of products to a live audience.

Experience with rare coins, currency, precious metals, or collectibles is preferred, but we are willing to train the right candidate who demonstrates strong sales ability, communication skills, and a willingness to learn.

Responsibilities

- Host and conduct live auctions on Whatnot, TikTok, and/or eBay Live.
- Present products accurately and provide clear, engaging, and compelling sales presentations.
- Maintain strong audience engagement and energy throughout live auctions, which typically run 6 hours.
- Prepare for live shows and assist with post-show cleanup and organization.
- Assist with inventory processing, organization, and preparation for upcoming auctions.
- Work closely with the shipping team to ensure customer orders are organized and processed accurately.
- Maintain positive relationships with customers and assist with basic customer service, including responding to messages and resolving order issues.
- Maintain a clean, organized, and professional work environment.

- Communicate effectively with management and other team members to ensure smooth daily operations.

Qualifications

- Strong verbal communication and public speaking skills.
- Comfortable speaking on camera and engaging with a live audience for extended periods.
- Ability to think quickly and improvise when necessary. (You will be switching between many different kinds of inventory lots in rapid succession).
- Strong sales and customer service skills.
- Experience in fast paced sales techniques, dynamic marketing, and negotiation.
- Broad interest in history and the ability to communicate interesting information about products.
- Ability to work independently while managing multiple responsibilities.
- Strong organizational skills and attention to detail.
- Positive attitude, strong work ethic, and willingness to learn and improve.

Preferred Qualifications

- 2-3 years work experience in rare coins, currency, precious metals, or collectibles.
- Coin and/or currency grading experience.
- Previous experience in live streaming, auctioneering, broadcasting, radio, or public-facing sales.
- Experience selling products through online marketplaces or live-commerce platforms.

Compensation & Benefits

- **\$60,000–\$200,000 annual earning potential**
- Strong commission structure.
- 4-day workweek after successful completion of training.
- 401(k)
- 401(k) matching
- Dental insurance
- Employee discount
- Flexible schedule
- Health insurance
- Paid time off

- Vision insurance

About the Position

This is an excellent opportunity for someone who enjoys sales, history, and working with unique products. Our team works with rare coins, currency, precious metals, and collectibles, including items with centuries of history. You will have a chance to learn about these timeless treasures working with our expert Numismatic Staff. Bigfoot Coin & Bullion offers a unique experience to work with leading coin experts who handle everything from Silver certificates to coins of Julius Caesar!

The role combines live streaming sales with dynamic engagement with our customers. Successful candidates will be comfortable working in a dynamic environment while growing and developing product expertise, and representing Bigfoot Coins and Bullion in a professional yet exciting manner.

If you have strong sales and communication skills and are interested in building a career in the numismatic and collectibles industry, we encourage you to apply.

You can see our live auctions on **Whatnot (@classickidcoins)** and **eBay Live (Bigfoot Coins and Bullion)**.

Please send applications / resumes to payton@bigfootbullion.com.