

## CAREER CASE STUDY: WORKING IN THE BREEDING INDUSTRY

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### BREEDING CAREER OPTIONS:

- Studs -Stud groom or Stallion handler
- Bloodstock Agent
- Sales Consignor – Preparing foals and yearlings, pre training, pinhooking
- Sales Houses – Auctioneers, Spotters, Customer Relations, Sales
- Breeding related business – Marketing, Insurance, Shipping, Accounting, Administration, Journalism



### FORMER JOCKEYS NOW WORKING IN BREEDING INDUSTRY:



**Tom Malone (Bloodstock Agent)** Tom bought his first horse when he was still riding back in 2006 and has since gone on to buy a string of top performers on the Flat and over Jumps with 267 winners last year as well as 5 Cheltenham Festival winner and 26 graded winners. His notable purchases include Champion Chaser Dodging Bullets, Brindisi Breeze, Irving and Mr Mole.

**Paul Leach (Stud Groom, Fonthill Stud)** Paul rode as Martin Pipe's first stable jockey and went on to train himself for a few years before using JETS to help him secure a job pre-training at Baycliffe Farm. He has been at Fonthill Stud for around seven years which he describes as a completely different way of life to a training yard but he has enjoyed the transition and enjoys the varied nature of his job on the stud.

#### **Richard Dobson (Bloodstock Agent)**

Richard had a 14 year career as a Jump jockey. On retiring, Richard launched himself into his new career as a Bloodstock Agent. His ability to speak fluent French along with his good eye for a horse has increasingly helped him to buy high quality horses from France, including

70 Graded winners, of which over 30 are Grade 1 winners. His most notable purchase was Hurricane Fly.

**Jamie Railton (Consignor & Bloodstock Agent)** Jamie rode more than 250 winners as a Jump Jockey before he started his career buying and selling bloodstock which he has done for over 20 years. After several years successfully pin-hooking foals to sell as yearlings, and spending time in America on a few stud farms to further his knowledge, he set up Jamie Railton Bloodstock in 2000.



**Mark Dwyer (Consignor)** – Dual Cheltenham Gold Cup winning Jump Jockey who bought Oaks Farm Stables in Yorkshire when he was still riding and combined trading in horses and riding for 8 years before injury forced his retirement. He has since gone on to achieve great success buying and selling horses for both Flat and National Hunt racing.

### **Colm Sharkey (Bloodstock Agent)**

Colm went back to university after riding as a Conditional to do a business degree. He also did the BHA Graduate course before securing a job with BBA Ireland. In July 2014 he took the plunge to set up on his own as CDS Bloodstock and is now based outside Newmarket buying horses for a range of clients.

### **ON WORKING IN THE INDUSTRY...**

**Tom Malone** “From the very first day I started riding, I was thinking about my next step. I was an average jockey but I love horses and am a sales person at heart. I had a good angle because I ride all the horses I buy. Before I knew it I had a business and once it took off I wasn’t going to let go.”

**Paul Leach** “I would advise anyone to work on a stud. It’s hard work and not for the faint hearted but as long as you don’t mind pushing wheelbarrows around or long nights sitting up with a mare, it is very rewarding.”



**Richard Dobson** “If a jockey is interested in a bloodstock career, I would advise really paying attention to the horses they’re riding by looking at confirmation and understanding its pedigree rather than just turning up and jumping on. It’s a great way of gaining experience as you go along, if not you can get a bit lost when rides start to dry up.”

**Mark Dwyer** “If you are interested in the buying and selling of horses, it’s important to always keep looking at horses and keep an eye on them from the ground and by riding them. You learn something new on a regular basis and you start working out what you like to see in the way a horse moves and what it should look like. I would advise jockeys to start going to the sales and view the whole bidding and buying process as well as what goes on after the horse is bought.”

**Jamie Railton** “I was always passionate about the Flat industry and used to spend summers when I wasn’t riding in the US working on stud farms. I would say to jockeys riding now that they need to have a serious think about where their career is going, work out their options and make sure you stop when they’re young enough to start out at something else. The bloodstock world is a huge global business with a multitude of opportunities and the chance to earn a considerable sum of money.”



**Colm Sharkey** “I would advise anyone who wants to get involved in bloodstock that a well established stud is a great starting point. Get as much experience at sales as possible and travel as much as you can as it’s a global business. When you are race riding, you do not realise all the effort that goes into every horse before it even reaches a trainer’s yard. Current jockeys should be pro-active when they are riding and think ahead about their next career choice. Regarding the bloodstock industry, the younger you get involved, the better.”

**Caroline Turnbull, Education & Employment Manager at TBA** “Working in a stud is very different from a training yard and some people are more comfortable riding horses than working on the ground with them which requires different skills. Many people want to work as bloodstock agents which requires people who are focused, self starters and have some cash behind them. Even still I would advise them to get practical experience first and then shadow another agent to build up their knowledge.”

## HOW TO START

Whether you would prefer to go down the more hands on role of working in a stud and preparing horses for the sales or you prefer the sales angle, the TBA advise that everyone gets practical experience of working on a stud to understand the grass roots of breeding and how foals and yearlings are handled and produced for the sales as well as some of the veterinary work that is done alongside the breeding.

National Stud and Irish National Stud Diploma Courses – These are 5 month, intensive residential courses which start at the beginning of the breeding season so that students see everything that goes on. From there, many will go abroad, perhaps to New Zealand or Australian studs where they can do another season and build up a good deal of experience quickly. Others may go on to sales and work for a consignor to gain experience of preparing horses for the sales ring. [Find out more](#)

The TBA also has an 18-35 Membership which gives access to some great events, training and education opportunities. Look out for their careers courses which give a great insight into working in the industry.

## **INTERESTED IN A CAREER IN THE BREEDING INDUSTRY?**

Please call Lisa Delany and she can provide you with advice on how to gain experience in the breeding industry. Many of the former jockeys mentioned in this feature would be happy to offer advice and support on how to get started and Lisa can help you get in touch.

### **FIND OUT MORE...**

About the breeding industry: <http://www.thetba.co.uk/>

About support JETS provide to find you a job in breeding: <http://www.jets-uk.org/>

About job opportunities in breeding: <http://jobs.careersinracing.com/>

About Mark Dwyer: <http://www.oaksfarmstables.co.uk/>

About Jamie Railton: <http://www.jamierailton.com/>

About Tom Malone: <http://www.tommalonebloodstock.com/>

About Richard Hobson: <http://www.rhbloodstock.com/>

About Fonthill Stud: <http://www.fonthill.co.uk/news/stud-news>