

SENIOR SPECIALIST, MODERN AND CONTEMPORARY ART

Hong Kong

Acting as Senior Specialist, this position will be responsible for driving and facilitating top-tier business for the Modern and Contemporary Art (MCA) team. Business-getting will primarily focus on the Hong Kong MCA department and also for other sales centers as determined by the type of property targeted for each region. The Senior Specialist is also responsible for selling local sales by developing a network of collectors and dealers, and assisting with selling auctions worldwide. The Senior Specialist will also apply their knowledge and experience to serve as a mentor to junior colleagues and also drive and support best practices within all aspects of the valuations, proposals, pricing and sale processes.

Phillips values a workforce with a wide variety of experiences, backgrounds and skills, so we encourage you to apply even if you do not meet all of the qualifications.

Duties and Responsibilities

AUCTION CHANNEL MANAGEMENT

- Auction Channel Oversight
 - Alongside and under the direction of Head of Department, provide end to end oversight of the auction process including: research, cataloguing, pricing, proposals, marketing strategy through to execution of the sale to ensure the highest level of quality.
 - Advise and provide expertise and mentoring to Hong Kong and Asia-based specialists in terms of: research, pricing, sale process and strategy, proposals, and valuations. The ideal candidate will especially have deep academic knowledge of Asian Modern art.
 - Alongside the Head of Department, identify specialist procedural issues (with a focus on research, pricing, and expertise) and devise and execute strategies to address.
 - Work with the Head of Modern and Contemporary Art, Asia and Head of Department and sales team to define the sales, identify consignment opportunities and curate strong selections for sale, working collaboratively when needed with other specialists to set estimates and sales terms for works to be offered, in order to realize auctions with high levels of connoisseurship and profitability.
 - Support the Head of Department to vet valuations for external communication to ensure they are researched and priced appropriately by relevant specialists and sale heads.
- Special Projects/Top Lots, Collections and Projects
 - Support global business-getting by partnering with regional colleagues, senior specialists and Chairman's office on pitches where appropriate as well as managing the delivery of valuations, proposals, estimate requests and other activities as determined for high-level works and collections.
 - Manage major collection valuations and proposals for consignments, working with other senior members of the Specialist team and Chairman's office to position Phillips as a premier platform from which to sell artworks.
 - End to end oversight of the auction process for top consignments including: research, cataloguing, pricing, proposals, marketing and pitch strategy, sale presentation, vanities through to execution of the sale to ensure the highest level of quality for top lots/collections brought in by senior specialists and Chairman's office
 - Foster relationships with numerous artist studios, foundations and archives and continue to inform all relevant best practice expertise and knowledge on behalf of the MCA department.
 - Working closely with the Head of Department to support special projects to identify short, mid and long term business targets.
- Support and Mentorship
 - Together with the Head of Modern and Contemporary Art, Asia and Head of Department, provide a high level of support, mentorship, and insight to support overall skills development of the sale team and junior specialists

as identified and appropriate for their career path, including opportunities to work on valuations, feedback on pricing, and assisting with challenging situations.

- Ensure the implementation of the new global working processes with a focus on continuity and facilitating strong working habits that will become the foundation for the department and integral to the training of any new hires.
- Train and support junior members of the team assuring best practices are in place and that a high standard for cataloguing, expertise and due-diligence are met and consistent globally.

BUSINESS GETTING / CLIENTS AND CONTRIBUTION TO CLIENT DEVELOPMENT

- Strategy
 - In partnership with MCA and Business Development colleagues, develop a long term sourcing strategy for Phillips with a focus on building a short, mid and long term pipeline of property.
 - Identify specific artists and works of value to target and develop and implement a strategy to proactively pitch for the material, attending pitches with senior business getters when identified.
 - Liaise with Client Development and fellow specialists to target buyers for the sales, and help create further specialized selling plans for top lots in the sales as appropriate.
- Business Getting / Sales
 - Together with the Head of Department, take responsibility for selling the departmental sales, working with colleagues to focus their clients on specific works of interest and to brainstorm possible sales strategies.
 - Participate actively in presale views worldwide and other selling-exhibitions, as discussed with the Head of Department on a case by case basis, with a focus on face-to-face client contact, to promote and sell the auctions.
 - Participate in telephone bidding with clients during auctions.
 - Develop and expand private sales transactions.
- Client Network and Development
 - Cultivate and leverage contacts and language skills across Asia to further develop consigning opportunities within these regions.
 - Cultivate networks among collectors, dealers, curators and others in order to develop relationships and maintain best-in-class knowledge of the contemporary art market in order to cross-market all selling categories.
 - Attend local, and regional, and international events including gallery openings, museum events and art fairs to represent Phillips.
 - Cultivate and leverage contacts and language skills across Asia to further develop bidding activity within these regions.

Professional Skills and Experience

- 8+ years or experience performing similar duties in an auction house or internationally recognized gallery or museum.
 - Deep academic and market knowledge of contemporary art with the ability to carry on eloquently in verbal as well as written communications to a wide variety of audiences.
 - Established high-end client base.
 - Excellent client-relations and presentation skills including confidence, tact and diplomacy.
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Education and Training

- Bachelor's degree in Art History or related field, required
 - Master's degree in Art History or related field, preferred
 - Fluency in English and Chinese, preferred
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Personal Attributes

- Driven and entrepreneurial with a proven ability to initiate business and track record of success.
 - Ability to work professionally and collaboratively with all other areas within the business.
 - Obtain high standard of integrity and ability to handle confidential information discreetly and responsibly.
 - Proactive with excellent project management and organizational skills.
 - Ability to operate with grace under pressure while delivering excellent work product.
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Working Conditions

- Regional travel required.
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