

## REGIONAL DIRECTOR, JAPAN

### Tokyo

The primary function of this role is to spearhead business getting for worldwide sales and assist with business development opportunities in Tokyo and more generally in Japan, acting as the senior-most representative of our brand permanently based in the country, and managing Japan-based employees. The position will require the incumbent to cultivate networks among Japanese-speaking and/or Japan-based collectors, dealers, curators and others, predominantly within the 20th Century and Contemporary Art market but also across all selling categories; as well as to evaluate artworks, bring in consignments, and sell artworks across all sales channels (including private sales). Must maintain excellent relationships at a senior level with dept heads in London, New York and Hong Kong to maximize the flow of property to these sale locations according to the global sale calendar. Responsible for nurturing our existing client base in Japan, building Phillips' brand value, and continuing to grow the regional market.

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

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### Duties and Responsibilities

- Work in partnership with Managing Director, Asia and Strategy Advisor, Japan to lead, manage and regularly communicate management changes necessary to implement the strategic and business plan for the region, ensuring organisational clarity around key dates, strategic direction, deliverables, roles and responsibilities.
- Lead the Tokyo-based team, and manage Japan-based employees, under the direction of the Managing Director, Asia and Strategy Advisor, Japan. Partner with Managing Director, Asia and Human Resources to identify staffing needs, long term development plans and succession planning; and to help with recruitment.
- Responsible for building Phillips' brand value; act as a Japanese-speaking consultant to provide assistance in all areas including marketing for Japanese clients.
- Business development in all departmental categories (Contemporary Art, Watches, Jewellery, Design, Editions and Photographs); referring clients to the relevant specialist departments dependent on the clients' needs.
- Leverage the gallery space in Tokyo to generate promotional and revenue opportunities.
- Nurture our existing client base and grow the regional market. Work closely with Client Development, Marketing and PR teams to contribute to the development of clients, sales and communication strategies for Japan as necessary. Document all client interaction in our database and systems.
- Identify and develop new consignors and buyers in Japan and internationally; liaise with Client Development; Managing Director, Asia; Strategy Advisor, Japan; Senior TCA Leadership Team; and Chairman's Office Asia to build these relationships, and to ensure client information is logged on to internal systems.
- Outreach to existing and potential clients for business getting, ensuring a firm understanding of the clients' collections and requirements, and providing information and analysis to the relevant stakeholders.
- Determine sellable artwork and negotiate contracts. Evaluate property by placing high/low estimates on artwork. Research properties for valuation and cataloguing as required.
- Support Specialists and Senior Colleagues, assisting them with networking in Japan. Support business trips to Japan for specialists including preparing client visits, and attending appointments in person where necessary.
- Keep up to date knowledge of the industry and competitors in Japan and the wider Asian region, report findings to global senior leadership, and enhance awareness of the Phillips brand in the targeted communities.
- Perform any ad-hoc duties as requested.

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### Professional Skills and Experience

- Auction world experience, preferred

- Up-to-date knowledge of the art market, particularly contemporary art, is essential
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## **Education and Training**

- MA in art related subject, preferred
  - Fluent in Japanese (oral and written)
  - Fluent in English (oral and written)
  - Other languages desirable
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## **Personal Attributes**

- Ability to work professionally and responsibly with all areas within the business
  - Ability to quickly grasp the auction industry
  - Solid understanding of Japanese society and culture
  - Proactive with excellent organisation skills
  - Self-motivated and disciplined
  - Proven sales ability with excellent negotiation and influencing skills
  - Excellent client-relations skills including confidence, tact and diplomacy
  - Strong client-relations ethic, extreme discretion with confidential and sensitive information and respecting clients' confidentiality
  - Excellent communication and listening skills
  - A team player who can work on their own initiative and as part of a team
  - Excellent time management skills
  - Ability to multitask, meet targets and handle high pressure environment
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## **Working Conditions**

- Travel to client sites including home visits as appropriate
  - Travel to other countries as required and approved
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To apply, please email a resume and cover letter to [careersasia@phillips.com](mailto:careersasia@phillips.com).