

Posted 09 March 2026

SENIOR SPECIALIST, JEWELLERY

Hong Kong

The Senior Specialist will be responsible for business getting primarily for the designated department as well as for other sales centers depending on the type of property/collection sourced for sale. The senior specialist is also responsible for selling local sales by developing a network of collectors and dealers, as well as assisting with selling auctions worldwide.

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

- Evaluate property for inclusion in Jewellery sales, working collaboratively with Asia and Worldwide Jewellery department heads, specialists, executives, and cross-departmental colleagues. Set and approve estimates and sales terms for works to be offered at auctions with the highest levels of connoisseurship and profitability.
- Assist in producing original content for catalogue essays, entries and footnotes. Assist, as requested by the Asia and Worldwide Jewellery department heads, with all aspects of catalogue production locally and internationally.
- Assist in developing sourcing strategies for Phillips across short-, mid- and long-term pipeline of property.
- Assist with major collection valuations and proposals for consignments, working with other senior members of the Specialist team to position Phillips as a premier platform from which to sell jewellery.
- Responsibility for selling the departmental sales, working collaboratively with colleagues to focus their clients on specific works of interest and sale promotion.
- Liaise with Client Strategy and fellow specialists to target buyers for all lots in the sales, and create further specialized selling plans for the sales as possible.
- Participate actively in presale views worldwide and other selling-exhibitions, as discussed with the Worldwide Jewellery department heads on a case-by-case basis, with a focus on face-to-face client contact, to promote and sell the auctions.
- Cultivate networks among collectors, dealers, curators and others to develop relationships and maintain best-in-class knowledge of the jewellery market to cross-market all selling categories.
- Help manage and drive all aspects of the production of the catalogues for the Hong Kong Jewellery sales, including the cataloguing, comparable images, scholarly texts, copyright approvals, lot order, cover, and layout.
- Attend local and regional jewellery fairs and industry events to represent Phillips.
- Participate in telephone bidding with clients during auctions.
- Perform other duties as requested.

Professional Skills and Experience

- 5+ years or experience performing similar duties in an auction house, dealer, or Jewellery retailer
 - Deep academic and market knowledge of jewellery with the ability to carry on eloquently in verbal as well as written communications to a wide variety of audiences
 - Established client relations and networking skills
-

Education and Training

- Holder of GIA/FGA or similar.
 - Excellent communication skills in English and Chinese (verbal and written), preferred.
-

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.
-

Working Conditions

- International and domestic travel required
-

Additional Info

Interested parties please apply and send your Full resume with expected salary to us by clicking "Apply Now".

To apply, please email a resume and cover letter to careersasia@phillips.com.