

Sotheby's INSTITUTE OF ART

Course Leader – The Art of Luxury Semester Course - Fractional Post (0.8 FTE) Salary - £38-48k (pro rata, depending on qualifications and experience)

Sotheby's Institute of Art - London is situated in Bedford Square, built between 1775 and 1783, one of the best preserved Georgian squares in London with a private central garden. The London Institute is part of the 'larger academy' of Bedford Square, located next door to premier educational institutions such as the Architectural Association and the Paul Mellon Centre, with the University of London and the British Museum in the neighbouring square. Sotheby's auction house, the National Gallery, the National Portrait Gallery and the Royal Academy of Arts are a few minutes' walk away. The Institute is also close to Mayfair, the traditional centre of the London art market, where many dealers and galleries are located.

Founded in 1969, Sotheby's Institute of Art – London is among the world's leading postgraduate level institutions offering Master's degrees, Semester, Summer and Short Courses. We have been an affiliated institution of The University of Manchester for 21 years. The Institute offers a series of full-time, intensive 15-week semester courses each academic semester, validated by The University of Manchester. Due to their unique structure and distinctive pedagogy, the courses attract a diverse range of international students, both undergraduate and postgraduate, as well as professionals seeking careers in the art world.

The Institute is currently seeking to make an appointment to the following post, to commence in the academic year 2018-19.

Course Leader – The Art of Luxury Semester Course

This is an exciting opportunity for an individual with a strong record of success in teaching and significant experience working with or in a luxury context to develop and run a new full-time semester course, to be validated at the undergraduate level. Blending theoretical and practical learning, this course will respond to the needs of students envisaging future careers in the luxury industry. It will be aligned with the values and approaches of Sotheby's Institute of Art, and will explore, among other themes, the relationship between the art market and luxury.

Course content will include areas such as:

- history and definition of luxury;
- the geography of luxury;
- exclusivity, pricing and replication;
- consumer profiles and taste;
- the importance of data;
- personalisation and customer service in the luxury sector;

- emerging markets;
- networks and relationships in the luxury industry;
- marketing and branding strategies;
- the role of digital technology;
- the role of international travel;
- the role of design, visual arts and curating in luxury production.

The teaching will draw on Sotheby's Institute of Art's wide network in the art and luxury sectors and emphasizes the acquisition of concepts and knowledge alongside hands-on, practical skills.

Besides engagement in curriculum design and course leadership, the successful candidate will be expected to develop strong relationships with appropriate players in the luxury industry in order to facilitate experiential learning. We aim to appoint the course leader in 2018 with a view to launching the course in 2019, to be offered in both the Autumn and Spring semesters.

Reporting to the Deputy Director, duties will include:

- Core teaching, tutorial support and assessment
- Course planning and timetabling
- Liaising with consultant lecturers, guest speakers and arranging venues for student visits
- Working with the semester administration team in all aspects of the administration of the course
- Interviewing student applicants.

Additionally, the successful candidate will be expected to engage in the following:

- Maintaining and building new relationships with key figures and organisations whose involvement may enhance the quality of the course
- Ensuring conformity with the requirements of university validation, including the administration of student assessment
- Contributing to the academic life of the Institute and attendance and participation in relevant meetings and committees

The successful candidate will be able to demonstrate:

Essential:

- terminal degree in relevant field, with expert knowledge in areas related to the programme
- relevant experience in and with the luxury industry
- excellent communications skills, flexibility and interpersonal skills
- a student-centered approach
- an ability to work within a small committed academic team, be collegial, a team player, and to liaise closely and amicably with administrative staff.

Desirable:

- a good knowledge of the developing intersections between the luxury industry and the visual arts
- experience of teaching international students
- completion of a training course on teaching and learning in higher education.

To apply:

To apply please send a CV and covering letter to vacancies@sothebysinstitute.com, explaining your suitability for the role. Review of applications will begin immediately, with a closing date of Tuesday 8th May 2018. Preliminary interviews will take place during the week beginning Monday 14 May.