

# Sotheby's INSTITUTE OF ART

## JOB DESCRIPTION

**Job title:** Lecturer/Senior Lecturer in Art Business  
**Department:** MA in Art Business  
**Reports to:** Programme Director MA in Art Business  
**Location:** London  
**Type:** Permanent, full time  
**Salary:** £38,000 – £55,000

### **JOB PURPOSE:**

This Lecturer role will contribute to the MA Art Business and other Institute programmes as required. Teaching will include lectures, seminars, workshops, teaching on visits and trips.

The MA in Art Business (MAAB) was established at Sotheby's Institute in 1998. The programme has pioneered the development of the study of art business and the international art market as an academic discipline. At the same time, it remains a highly vocational course with a focus on understanding business networks and professional practices. Students from MAAB progress to employment in a broad variety of jobs in art businesses, both public and private sector, across the world.

All academic staff must comply with the standards of the accrediting body (the University of Manchester) and the Institute. They are also required to attend faculty planning days, Institute committee meetings, and carry out administrative duties, where appropriate.

### **MAIN TASKS:**

- Teaching contributions including lectures, seminars, workshops, teaching on visits and trips etc
- Administration and marking of student work
- Supervision and marking of dissertations
- Contributions to the *Navigating the Art World* unit
- Potential teaching contributions to other Institute programmes
- Acting as a personal tutor
- Accompanying study trips at home and abroad
- Contributing to the smooth day-to-day running of programmes in collaboration with other academic staff and coordinators, and helping to ensure the academic quality of the programme and pastoral welfare of the students
- Attending relevant Institute committees
- Contributing to the maintenance of positive relations with external stakeholders such as the QAA, the University of Manchester and External Examiners
- Conducting interviews with prospective students, and to assessing their suitability for the programmes

- Advising on developments in the art and business worlds so as to maintain the currency of curricula
- Contributing to the academic life of Sotheby's Institute of Art and to the advancement of knowledge in the field
- Undertaking and disseminating research.

### **Skills and experience required**

The successful applicant will have a PhD in an area related to the programme. An understanding of basic mathematical principles, spreadsheet formulae, and data analysis is desirable. It would also be helpful if they also had some art world working experience, and/or an understanding of the terminology and methodologies of art history/criticism. They will be expected to demonstrate academic flexibility as well as a strong commitment to the learning experience and pastoral care of students. This role reports directly to the Programme Director.

They will facilitate the future development of at least one of the core MAAB units and elective units, through a wide range of disciplinary and interdisciplinary practices, research and pedagogy in the field. Core programme units include: *Navigating the Art World; International Art World: Markets, Ethics and Laws; Art Business, Management and Finance*. MAAB-based elective units include: *Art World Operations and Logistics; International Art World: Public Sector; Emerging Markets; The Market for Antiquities and Old Masters; Strategic Management in the Art World*.

#### **Essential:**

- PhD, with expert knowledge in areas related to programme units
- 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 general knowledge of art history and an understanding of the art world and its major players, together with the political and social contexts of art business; an insight into the curatorial contexts and modes of material exchange involved in art business
- An understanding of basic mathematical principles, spreadsheet formulae, and data analysis
- Experience of teaching postgraduate and international students
- Completion of a training course on teaching and learning in higher education

*Updated: March 2019*

### **Please note the following:**

1. **Applicants must be eligible to work in the UK.**
2. **Please submit both your CV and a covering letter for this position. The covering letter should detail your interest in this role and the relevant skills and knowledge you feel you can bring to the role and to the Institute.**
3. **Please submit all documents to: [vacancies@sothebysinstitute.com](mailto:vacancies@sothebysinstitute.com)**
4. **Please state in your email where you have seen this role advertised.**

**Deadline for applications is 5pm, Monday 1<sup>st</sup> April 2019**

**Interviews are expected to take place on Friday 5<sup>th</sup> April 2019**