

Sotheby's INSTITUTE OF ART

JOB DESCRIPTION

Job title: Lecturer/Senior Lecturer in 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

OVERVIEW

Sotheby's Institute of Art – London is looking for an expert in Business, Finance, Management and/or Business Technology to teach on its MA in Art Business (MAAB). This MA 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.

The Lecturer/Senior Lecturer in Business will be a key member of the team which leads the teaching and development of the MA in Art Business. They will contribute to teaching across the programme with a particular emphasis on business-related areas. 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*. The successful candidate 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 to the Programme Director.

POSITION PROFILE

The successful applicant will have a PhD in an area related to Business, Finance, Management and/or Business Technology. A proven ability to teach the following from beginners' level is of paramount importance: management theory, basic mathematical principles, financial analysis and spreadsheet formulae, and data analysis. Although the successful candidate will be mainly expected to teach general current business theory in these areas, it would also be useful if they were able to apply the theory to art business practices.

The appointee will:

- Act as a unit tutor on the core MAAB unit *Art Business, Finance & Management*, answering to the Unit Leader and sharing delivery of lectures, seminars, tutorial and study visits with

the Unit team; contribution to the development and updating of the unit; assisting in the recruiting of suitable professionals from the art business world to assist in its delivery and academic assessment

- Act as a unit tutor on at least one elective
- Contribute to the *Navigating the Art World* unit
- Undertake teaching, assessment and MA dissertation supervision
- Act as a personal tutor
- Accompany study trips at home and abroad
- Assist the MA Art Business Programme Director in the smooth day-to-day running of the programme, helping to ensure the academic quality of the programme and pastoral welfare of the students
- Advise on a regular basis on developments in the business and art worlds
- Incorporate new and relevant information and ideas into the MA programme as and when required
- Contribute to the academic life of Sotheby's Institute of Art and to the advancement of knowledge in the field.

Candidates must have:

- A PhD in Business, Finance, Management and/or Business Technology
- An advanced understanding of current theories of management, financial analysis, basic mathematical principles, spreadsheet formulae, data analysis and current developments in business technologies
- Experience of teaching postgraduate and international students
- 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:

- An interest in the art world and its markets
- Completion of a training course on teaching and learning in higher education
- Experience of teaching international students

Updated: June 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**
4. **Please state in your email where you have seen this role advertised.**

Deadline for applications is 5pm, Monday 1 July 2019