

# Sotheby's INSTITUTE OF ART

## ROLE DESCRIPTION

**Lecturer/Senior Lecturer in Art Business**

**Salary: £38,000 - £55,000.**

**Permanent, full-time / part-time**

### About us

Founded in 1969, Sotheby's Institute of Art is among the world's leading postgraduate level institutions offering Master's Degree programmes and other courses in art scholarship, connoisseurship and art business. With a sister institute in New York and a strong online presence, the Institute's reach is international, while its partnership with the University of Manchester, which validates its academic courses in London, ensures that it is firmly placed within the UK higher education landscape.

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, 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.

### The Role

The MA in Art Business (MAAB) was established at Sotheby's Institute in 1998. The programme is now world-renowned for its pioneering 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. Many of our alumni now hold senior leadership positions in auctions houses, galleries and art fairs.

The postholder will be a key member of the team which leads the teaching and development of the MA in Art Business. The Institute views the Lectureship as an integral position in the development of an emerging academic discipline in which Sotheby's Institute of Art London has been at the forefront in terms of academic and vocational leadership. The

successful applicant will have, or be in the course of acquiring, a PhD in an area related to one of more units of the programme. 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: *Art Futures*; *Professional Practice*; *International Art World: Markets, Ethics and Laws*; and *Art Business, Management and Finance*. MAAB-based elective units include: *Art and Patronage Today*; *Blockchain, Cryptocurrencies and NFTs*; *The Market for Antiquities and Old Masters*; *Ethics, Law and the Art Trade*, and *Digital Technology: Art Markets and Organisation*.

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 directly to the Programme Director.

### **Key responsibilities**

- To contribute to at least one of the 30-credit programme units, and assist on others
- To lead at least one of the 15-credit electives. These unit-based duties include lecturing, leading seminars, including those on gallery visits and field trips, and the assessment of assignments
- To act as a seminar leader on *Art Futures* and to contribute to this core course
- To attend and assist in the tutoring of all study trips, including extended visits to European locations
- To review and update on an annual basis, in consultation with the Programme Director, the syllabus of the respective units
- To assist in the selection and deployment of high quality and appropriate guest lecturers, in consultation with the Unit Leader and/or Programme Director; to contribute to the unit rationale and content
- To supervise and assess student Masters dissertations
- To act as a Personal Tutor (in both academic and pastoral roles) for a number of students, and assist and encourage their academic and personal development throughout the academic year; to offer support to other MAAB students
- To accompany and play an active role, together with other academic and administrative staff, on national and international study trips with the students
- To participate in the clear and efficient running of the MAAB programme, as part of the academic faculty and in tandem with the programme coordinators
- To conduct interviews with prospective students, and to assess their suitability for the programme, in consultation with the Programme Director
- To maintain a broad knowledge of developments and research in Art Business to ensure that teaching is up-to-date and of a consistently high standard
- To contribute to the research culture of the Institute, both in teaching methodology and subject specialization, through participation in, but not limited to, staff seminars, committees, focus groups
- To attend the staff / student consultative committee meetings and the Academic Standards Committee, and any other committee, as requested

- To be involved in the University of Manchester validation processes, and work with the External Examiner in terms of maintaining the quality of the programme.
- To maintain amicable and creative links with Sotheby's Auction House and other main players in the art world
- At Senior Lecturer level, deputise for the Programme Director
- Senior Lecturer level will be a thought leader within his / her specialist field

The above list of responsibilities may not be exhaustive, and the post holder will be required to undertake such tasks and responsibilities as may reasonably be expected within the scope and grading of the post.

### **Skills, Experience and Qualifications:**

#### **Essential criteria**

- Relevant PhD, or working towards this, with expert knowledge in areas related to the programme units
- To be research-active in your specialist field as demonstrated by a continuing output of high-quality peer-reviewed research publications and active engagement with relevant international research communities
- Excellent written and verbal communication and interpersonal skills
- Higher education teaching experience and a student-centered approach
- An ability to work within a small committed academic and administrative team
- 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
- Appointment at Senior Lecturer level will require significant relevant teaching experience as well as evidence of research activity resulting in outputs of international significance, peer-reviewed publications and significant engagement with relevant international research communities

#### **Desirable criteria**

- 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.
- Art world working experience, and/or an understanding of the terminology and methodologies of art history/criticism.
- Digital literacy and experience of teaching online.

**Please note the following:**

1. Please submit your CV and a covering letter demonstrating how you meet the person specification for this position to: [vacancies@sothebysinstitute.com](mailto:vacancies@sothebysinstitute.com) Please state where you have seen this role advertised.
2. Please include details of 2 referees, one of which should be your current / most recent employer. Referees will not be contacted without seeking prior agreement with applicant.
3. Salary dependent on skills, qualifications and experience, £38,000 - £55,000 per annum.
4. Benefits include 25 days annual leave plus up to 4 days additional discretionary leave during the Christmas period, life insurance and 24/7 access to an Employee Assistance Programme.
5. Closing date 5 September 2022