

# Sotheby's INSTITUTE OF ART

## JOB DESCRIPTION

### **Job title: Lecturer/Senior Lecturer in Art Business – Full Time (1.0 FTE)**

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.

The Lecturer/Senior Lecturer in Art Business will be a key member of the full-time team which leads the teaching and development of the MA in Art Business. The Institute views the Lectureship as an integral and pioneering 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 a PhD in an area related to one of more units of 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 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*. 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.

The role involves the following:

- Unit tutor on at least one core MAAB unit; contribution to the development and updating of the unit on an annual basis; assisting in the recruiting of suitable professionals from the art business world to assist in its delivery and academic assessment
- Unit leader of at least one elective
- Contributions to the *Navigating the Art World* unit
- Teaching, assessment, MA dissertation supervision
- Acting as a personal tutor
- Accompanying study trips at home and abroad

- Assisting the MA Art Business Programme Director in the smooth day-to-day running of the programme, and helping to ensure the academic quality of the programme and pastoral welfare of the students
- Advising on a regular basis on developments in the art and business worlds
- Incorporating new and relevant information and ideas into the MA programme as and when required
- Contributing to the academic life of Sotheby's Institute of Art and to the advancement of knowledge in the field.

The successful candidate will be able to demonstrate:

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.

### **Main Tasks**

To contribute to at least one of the 30-credit programme units, and be prepared to 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 Navigating the Art World 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 staff seminars, committees, focus groups, etc.

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.

**QUALIFICATIONS:**

- PhD in an area related to the programme.
- Completion of a training course on teaching and learning in higher education is desirable.

**To apply:**

To apply please send a CV and covering letter to [vacancies@sothebysinstitute.com](mailto:vacancies@sothebysinstitute.com), explaining your suitability for the role. Review of applications will begin immediately, with a closing date of Tuesday 3<sup>rd</sup> April 2018. Preliminary interviews will take place on Tuesday 10<sup>th</sup> April.