

ESTABLISHED 1919

LEONARD JOEL

MELBOURNE HEAD OFFICE

1A Oxley Road, Hawthorn
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leonardjoel.com.au

HEAD OF ART

Role type: Full Time

Location: Melbourne (Hawthorn), interstate/offsite as required

Reports to: CEO, Chairman

Direct Reports: Art Specialists (2), Art Administrator, Art Salon Manager, Art Salon Assistant, and casuals.

A rare senior art leadership opportunity awaits at Leonard Joel in Melbourne. If you have a strong understanding of the Australian art market, whether that be in the auction or gallery environment, this may be the next-stage career development role for you. The role will be based at our brand new, state-of-the-art gallery spaces in Hawthorn.

Leonard Joel's 104-year history has chronicled every major moment of the Australian art market, from being the first Australian auction house to sell a painting over \$1 million to continuing to break auction records today.

Leonard Joel has become synonymous as an auction house that provides curated art offerings and uncatered to elsewhere. The Head of Art oversees three Fine Art Auctions, six Speciality Auctions (Centum Contemporary Art, Indigenous Art, Women Artists, and three Prints & Multiples sales) each year, in addition to weekly Auction Salons. The Head of Art leads the art team, generating business and growing the Leonard Joel brand as leaders in the secondary market for traditional and contemporary art in Australia.

Key Duties and Responsibilities

- **Business development:** Forging and nurturing business relationships to source and sell stock, seeking growth opportunities, accountable for achieving/exceeding the quarterly financial targets, and striving for the continuous refinement of auction offerings, handling high-level proposals to pitch for important collections, promoting the department and key works/collections.
- **Valuations:** Researching artworks for Market, Probate and Superannuation valuations

both onsite and offsite, as well as completing valuations for selling at auction.

- Client Relationships: Development of new and deeper client and stakeholder connections, management of high-level specialist enquiries and VIP enquiries, ensuring an outstanding level of service to buyers and sellers.
- Team Management: Leading and supporting the development of the art team, chairing weekly meetings.
- Stock Management: Ensuring that all stock is being managed efficiently and with the utmost care.
- Auctioneering: Leading the auctioneering of Fine and Speciality sales (training provided).

Knowledge, Skills & Expertise:

- Tertiary level qualifications in Art
- Previous leadership experience (professional or academic)
- Business and sales acumen, entrepreneurship
- Demonstrated literacy, numeracy, accuracy, attention to detail, and proficiency with computer technology
- Proven ability to organise and prioritise workloads, especially under pressure, problem solving, exercising judgement and initiative
- Outstanding customer service values and the ability to deliver exceptional services to clients
- Accountability for quality of outcomes
- Excellent communication and interpersonal skills, ability to work collaboratively and effectively with colleagues
- Driver's license preferred

Key Relationships

- Vendors, buyers, and industry representatives
- CEO
- Chairman & Head of Important Collections
- Direct reports x 5 and casual staff

Leonard Joel is delighted to offer this opportunity to work in this dynamic, fast paced environment, which will offer the right candidate a fantastic opportunity as a leader in the auction industry. We pride ourselves on a collaborative, supportive, and creative work culture.

All applications should include a CV and covering letter addressed to John Albrecht, Chairman, and sent to john.albrecht@leonardjoel.com.au

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