

Sotheby's INSTITUTE OF ART

ROLE DESCRIPTION

Lecturer in Luxury Business

Permanent position. Full or part-time

Salary £42,000 - £48,000 per annum (pro-rata for 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 an extreme-value creative industries, with a core focus in art and luxury. 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, New Bond Street, and the Royal Academy of Arts are a few minutes' walk away. The Institute is also close to Mayfair, the iconic area of the London luxury consumption, where many high-end boutiques, galleries and hotels are located.

The Role

The MA in Luxury Business (MALB) is the newest, exciting addition to the MA suites of programmes. The programme is structured around the exploration of the concept of luxury and the luxury business 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 MALB progress to employment in a broad variety of jobs in the luxury sectors, from business development to client management. Some of our alumni have also pursued entrepreneurial ventures in the industry.

The postholder will be a key member of the team which leads the teaching and development of the MA in Luxury 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 rigour 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. Alternatively, they will have a proven track of professional achievements in the industry /in business, coupled with expertise in teaching. They will facilitate the future development and delivery of at least one of the core MALB units, and the development and delivery of one elective unit through a wide range of disciplinary and interdisciplinary practices, research and pedagogy in the field. Core programme units include: *Luxury in Context; The Luxury Market; Managing a Luxury Business*. MALB-based elective units include: *Art and Luxury*

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, commensurate with the number of days worked. This role reports directly to the Programme Director.

Key responsibilities

- To lead and contribute to at least one of the 30-credit programme units, and assist on others. These unit-based duties include timetabling, lecturing, leading seminars, including those on visits and field trips, and the assessment of assignments
- To lead at least one of the 15-credit electives. These unit-based duties include timetabling, lecturing, leading seminars, including those on visits and field trips, and the assessment of assignments
- 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 widen the programme pool of guest speakers/specialists according to the evolution of the industry
- 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 MALB 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 MALB 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 research and/or applied projects in Luxury 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 guest speakers and other main players in the luxury world
- To carry out the policies, procedures and practices of Health & Safety in all aspects of the role
- To demonstrate commitment to the policies, procedures and practices of diversity and inclusion in all aspects of the role
- To comply to the policies, procedures and practices of sustainability in all aspects of the role

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, in business /luxury business with expert knowledge in areas related to the programme units. Alternatively, a proven track of professional achievements in the industry, coupled with expertise in teaching.
- Active engagement with relevant international research or professional 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 the luxury business and an understanding of its major players, together with the economic, social and political drivers shaping the industry; an insight into the models and strategies involved in business administration and practices

Desirable criteria

- Experience of teaching postgraduate and international students
- Completion of a training course on teaching and learning in higher education.
- Working experience within the luxury field, and/or an understanding of the specific vocabulary of luxury, the trends and the evolution of the business.
- Digital literacy and experience of teaching online.

1. Please submit your CV and a covering letter demonstrating how you meet the person specification for this position to: vacancies@sothebysinstitute.com Please state where you have seen this role advertised.
2. Salary dependent on skills, qualifications and experience, £42,000 - £48,000 per annum.
3. 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.
4. Closing date 10 March 2023. Please note that applications may be shortlisted on submission and we reserve the right to close the post early.