



Program Director, MA in Art Business - NY and Online

About Sotheby's Institute of Art

Established in 1969, Sotheby's Institute of Art is among the world's leading specialist higher education institutions, with campuses located in the world's art capitals of London and New York, as well as online. With a global network of more than 8,000 alumni in influential roles across the industry, the Institute remains at the forefront of art and luxury business education. Its New York campus, situated in the heart of Manhattan, provides unparalleled access to the city's rich cultural and historical landscape.

The MA in Art Business was the first program of its kind, and its innovative curriculum continues to set the industry standard. Inherently interdisciplinary, it draws on fields such as art history and theory, finance and management, law and ethics, and art market studies to help students develop both a critical and practical understanding of the art business. Its distinctive approach balances academic rigor with real-world application and offers privileged access to leading art institutions worldwide.

Sotheby's Institute-New York holds permanent degree-granting authority from the Board of Regents of the University of the State of New York and is accredited by the National Association of Schools of Art and Design. More information can be found on our website: [Sotheby's Institute of Art](#)

POSITION PROFILE

The Program Director of the MA in Art Business (MAAB) will lead SIA's graduate program in Art Business, offered both in-person and online. As the MA program's academic and strategic leader, the Program Director will promote excellence, expand the program's reach, and guide an innovative curriculum that reflects the evolving global art market. The ideal candidate will possess deep expertise and recognized authority in the field of art business, demonstrated through a distinguished academic and/or industry record and significant higher-education experience. They will be an enthusiastic and engaged educator with exceptional administrative skills, an entrepreneurial mindset, and a robust network of professional connections to support the program's success.

Reporting to the Director of the Institute, the MAAB Program Director will be a key member of the Institute's academic leadership, responsible for overseeing a graduate-level program while contributing to the broader academic and professional life of the Institute. The role will encompass teaching courses, supervising and assessing student work, engaging in scholarship and research, and managing the academic operations of the program. The Program Director will also represent the Institute within the professional art world, fostering connections that will enhance the program's visibility, relevance, and impact.

Strong candidates will be able to complete many responsibilities below, successfully.

Overall Responsibility

- serving as academic leader of the MA in Art Business for in-person and online programs
- strengthening the program's academic profile and reinforcing its reputation as a leader in the field
- teaching on the MA in Art Business and other programs at the Institute, as needed
- establishing strong external relationships with partners and stakeholders whose participation may enhance the program, including guest lecturers
- working closely with the Institute Director and other faculty and staff on Institute-wide curricular review and academic policy and procedure



Management and Supervision

For the MA in Art Business, these responsibilities may include:

1. to review, assess, oversee, and make recommendations for ongoing changes and improvements in the curriculum, in coordination with the Institute's academic goals, and in collaboration with other members of its leadership.
2. to identify and recruit potential new faculty members; to orient, mentor, engage, and evaluate new and returning faculty; to determine, in consultation with the Director, the workload assignment for each faculty member; to make assignments for student advisement.
3. to closely oversee the assessment (grading and evaluation) processes in accordance with the standards of accreditation entities and the Institute.
4. to oversee the efficient operation of the Program, and to coordinate its operation with that of the other Programs, including, but not limited to:
 - To plan the academic calendar and class schedule
 - To develop and manage the Program budget
 - To work closely with and participate in the supervision and evaluation of relevant Program Coordinators.
5. to actively engage in the recruitment, conversion, and enrollment of applicants, in cooperation with the department of Global Enrollment and Marketing, including participation in events, interviewing potential students, and preparing marketing materials.

In addition to these duties specific to the MA in Art Business, the Program Director may provide service to the Institute as appropriate, including but not limited to the following:

1. To contribute to the formulation of institute-wide academic strategy, policy, and procedure.
2. To serve as a member of or to chair Institute committees as requested.
3. To prepare reports, documents, and other materials required as part of the Institute's obligations to its accreditation entities.
4. To participate in professional organizations and activities as a representative of the Institute, and to maintain strong links with industry professionals on behalf of the Institute.
5. To participate in orientation, graduation, and other Institute events, as needed and identified by the Director.

Teaching Responsibilities

The Program Director will have an opportunity to teach at the graduate level:

1. To provide lectures, classes, seminars, and visits as appropriate, and to participate in the assessment of student work related to those activities.
2. To serve as dissertation supervisor to an appropriate number of students.
3. To manage the planning of and participate in academic field study trips.

Research and Professional Activity

There also will be professional development and scholarship opportunities with covered expenses:

1. To position Sotheby's Institute of Art as a thought leader in the field of art business by organizing events such as seminars, conferences, and panels on relevant subjects.
2. To maintain a broad knowledge of scholarly research, professional activity, and trends and developments in the field, and to actively engage with the dissemination of this knowledge throughout the wider Institute.
3. To conduct academic research and/or professional activity that is commensurate with both standing as Program Director and as a faculty member of a teaching-intensive institution.



4. To present research findings at appropriate venues and to contribute fully to the research culture of the Institute, both in teaching methodology and subject specialization.

CANDIDATE QUALIFICATIONS

We recognize that everyone will bring different strengths, and no one individual will have all below qualifications. Strong candidates will bring many qualifications listed below.

Minimum Requirements

- Terminal degree (PhD or professional equivalent) in a relevant field
- Deep expertise in the art business sector, supported by significant academic and professional experience
- Proven experience in higher-education teaching and curriculum development, ideally with graduate and international students, and a demonstrated commitment to mentorship and collaboration
- Strong record of scholarship, research, and/or thought leadership in art business or a related discipline (such as art market studies, sociology of art, cultural economics, history of collecting, etc.)
- Superior interpersonal and organizational skills with high emotional intelligence
 - Demonstrates diplomacy, discretion, and tact; communicates clearly and effectively. Exercises sound judgment in managing sensitive and/or complex situations
 - Prioritizes and manages competing demands under pressure with efficiency and accuracy. Anticipates challenges and takes proactive action to resolve issues
- Exceptional written and verbal communication skills, with the ability to influence, lead, and engage effectively with stakeholders across and beyond the Institute
- Must be able to report to the 570 Lexington Avenue campus in New York for teaching and program-related activities, with flexibility to work extended hours when necessary to meet institutional priorities and deadlines.

Preferred Qualifications

- Strong record of scholarly publication in art business or related disciplines
- Broad expertise in the contemporary art market
- Familiarity with US higher education accreditation and compliance
- Experience supervising faculty and mentoring emerging educators or practitioners
- Adeptness at teaching in both in-person and online environments; digital fluency in learning platforms
- Demonstrated success in student recruitment and enrollment growth
- Experience with field-based learning (global study trips, industry site visits) and experiential pedagogy
- Budget/ finance management experience and data-informed decision-making capabilities
- Proficiency in CANVAS, Microsoft Word, Excel, Outlook, and PowerPoint and Google Applications

Physical Demands

The physical demands listed here are representative of those that must be met by an employee to successfully perform the essential functions of his/her job. Under the ADA, reasonable accommodation may be made to enable individuals with disabilities to perform the essential functions.

- Prolonged periods of sitting at a desk and working on a computer.
- Ability to hear, understand, and distinguish speech and/or other sounds.

Work Environment



Sotheby's INSTITUTE OF ART

The work environment characteristics listed here are representative of those an employee encounters while performing the essential functions of the job. Under the ADA, reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Basic office environment
- Airplane, coach, train travel

The above statements are intended to describe the general nature and level of work being performed by an individual assigned to this position. They are not intended to be an exhaustive list of all duties, responsibilities and skills required of personnel so classified. Sotheby's Institute of Art NY reserves the right to modify this job description in its sole discretion.

Work Authorization

- Must be legally authorized to work in the US

Salary Expectation

\$100,000– \$130,000 annual, plus full benefits. Salary commensurate with expertise, experience, and education.

APPLICATION GUIDELINES

- Cover letter, CV or Resume, and list of three references are required.
- Please submit all required materials to MAABNY@sia.edu
- We will begin reviewing applications immediately and continue until the position is filled. Early application is encouraged.

Sotheby's Institute of Art is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.