

Hotels Art Consultant - Job Description

ARTIQ is a fast-growing, market leading art consultancy based in London and is recruiting a new Art Consultant to join its awesome team!

ARTIQ represents and works with some of the best artists around, giving its clients unrivalled access to unique and inspiring collections. Artists get paid fairly and clients get beautiful, relevant art collections. Working across the Hospitality industry means no two days are the same!

ARTIQ is now looking for a bright, creative Art Consultant with a proven track record in working in the hospitality design industry to join its team. The successful candidate will be focused on servicing and growing our existing hotel client base, working with some of the biggest international brands and designers.

The successful candidate will be well-connected in the hotel or hospitality interior design world and have a keen interest in art and design. They will have unfailing confidence and determination while also being personable and approachable.

Remuneration

- Salary competitive and negotiable.
- Generous and uncapped commission
- Expenses account.
- 20 days' holiday plus public holidays.

Main Responsibilities:

1. Research, select and curate new and existing clients' art collections for sale and rental.
2. Build a credible network of potential customers and business partners.
3. Deliver a pipeline of realistic sales leads and opportunities.
4. Close deals with speed, clarity and profitability.

The ideal candidate will have the following:

- Strong network in the hotel or hotel design world.
- Strong eye for design and strong art research abilities.
- Proven track record in B2B sales.
- Personable, well-presented and organised with immaculate written and spoken English
- A keen interest in art/the arts.
- Educated to BA level in fine art, art history or design.
- High computer literacy with good skills in MS Office, particularly PowerPoint.
- Driven attitude with a strong desire to learn and to succeed.
- Innovative and self-motivated.

Useful:

- InDesign and Photoshop knowledge.
- Sales training experience.
- Art curation/running art exhibitions.
- Experience in art sales.
- History in working with artists.
- UK Drivers Licence.

To apply, please send your CV to jobs@artiq.co ensuring you answer the following questions:

1. Tell us a specific problem you have faced when selling to a client in the past and explain how you overcame it?

2. Think of your favourite client, tell us why they are your favourite and how you first acquired the business?
3. What was the best curated exhibition of 2016 and why?
4. What has been your proudest moment in the last year?