

SALES DIRECTOR KÖNIG SEOUL

Initially founded by Johann König as "Johann König, Berlin" in 2002, KÖNIG GALERIE specializes in showcasing the work of both emerging and established international artists, with a particular emphasis on younger generations. Its program is characterized by interdisciplinary, concept-driven approaches, encompassing a wide array of artistic media.

For the gallery branch KÖNIG SEOUL in the South Korean capital and to support the gallery Partner, Ms. Soo Choi, we are seeking an experienced Sales Director to promote our artists and develop our collector base. The position is based in Seoul, South Korea. The role requires fluency in Korean and English, as well as a valid work permit in South Korea.

RESPONSIBILITIES:

- Proactive sales approach to existing and new clients
- Contact person for collectors, collector management, and collector relationship management
- Preparation, sending, and follow-up on offers
- Sales management and negotiation of commissions in cooperation with Artist Liaisons
- Sales activities during art fairs, representation of the gallery during relevant internal and external national and international events
- Documentation of own sales in the gallery's ERP system as well as verification and mailing of invoices for own sales to collectors

REQUIREMENTS:

- At least 2 years of successful sales track record in an internationally renowned gallery environment
- Established collector and client base with private and public collections and international institutions
- Strong sales background and experienced in accommodating high-end clientele
- Knowledge of the Asian art markets highly desirable
- Organizational talent and strong communication skills, persuasiveness paired with excellent rapport and negotiating skills to fill this highly self-dependent role
- Structured and reliable approach to given tasks, detail-oriented, and ability to handle stress
- Hands-on mentality and strong team spirit
- Dynamic enthusiast for contemporary art
- Strong familiarity with client database systems, i.e. Artlogic. and proven IT skills in all areas, including Microsoft Office Suite
- Fluent Korean a must, ideally paired with superior English communication skills, both spoken and written

Please submit your resume and cover letter by email only to Joanna von Reibnitz (Head of HR), joanna@koeniggalerie.com.