

Art Sales & Marketing

Apply Now

Company: LIGHT-REEL

Location: Los Angeles

Category: other-general

Art Sales Representative - Commission Based

Overall Responsibilities:

This role is a unique opportunity to join the Founder of Light Reel, Alan Strack to develop a direct to consumer sales strategy in key global city markets like LA, NYC, Tokyo, London, etc.

We are looking for an art agent who is interested in commission-based freelance work selling our unique pieces of film art. You can view my work at (www.light-reel.com), on Instagram (@light.reel) and on Saatchi Art (<https://www.saatchiart.com/alanstrack>).

The commission is **25%** of any pieces sold directly to customers and 10% to galleries.

Pieces range from \$2,000-\$25,000.

Invoices and transactions will be handled by the Founder.

You are responsible for finding collectors, representing artist work, and connecting the Founder with potential buyers. You will need to be able to discuss the work and background of our company and process of creating our artwork in a compelling way.

The ideal candidate is familiar with the workings of both the traditional art world and the contemporary online art market. They will also need to communicate with buyers about details regarding packaging and shipping.

The Founder is responsible for supplying the team with high quality portfolios and an artist statement. The Founder will be on point for finalizing the packaging of the art pieces and shipments to customers.

Sales Leadership

Outreach to potential clients, buyers and brands to set up meetings

Pitch artist sharing the story about the company and artist to gain potential partners or new clients.

Communication & Marketing

Monthly meeting with the Founder - 1 hour

Create and manage a new monthly newsletter

Pitch Light-Reel & Founder to Press and Galleries, hotels, etc for events and shows

Data & Analytics

Create a weekly report on sales leads and outreach completed.

Build an email and phone database on sales targets, brands, clients, etc

Qualifications:

Comfortable with commission-only pay structure.

Experience selling art as art consultant, fine art sales rep, and/or artist assistant

Passion for art, music and film.

Professional and detailed communication style

Strong understanding of the online art market.

Strong connections within art world (someone who is actively engaged in artistic communities both in person and online)

Bachelor degree in film, art, music, pr/communication is preferred but not required

1 year art sales experience is preferred but not required

Benefits Offered:

Ideal candidate is located in LA or NYC.

This is a remote position with a minimum expectation of 3-4 hrs per week.

Travel to LA and NYC for events/ shows with the Founder. 1 - 2 times a year (optional)

Compensation

Commission 100%.

There is opportunity for bonus pay in the future if valuable connections are made with certain galleries, brands, art fairs, museums, etc.

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