

# JOHN H. SMITH

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## ART RESEARCHER ~ ART COLLECTION CATALOGER ~ GALLERY ASSISTANT

*Trusted Art Cataloging advisor and Art Research expert who evaluates multimillion-dollar art collections that produce profitable sales and advance corporate initiatives*

Adaptable, meticulous Art Collection expert who has worked with more than 100 major art collectors around the world with experience in all facets of the art collection industry including working on more than 50 multimillion-dollar art collections. Strategist with a deep artistic aesthetic with extensive experience in fine art and decorative art. Effective planning and analysis capability; key thought leader to clients, co-workers, and senior leadership team who provides the appropriate strategies to evaluate, select, and determine art collection value that produce high-end sales.

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### CORE COMPETENCIES

Research Analysis • Diverse Artistic Aesthetic • Interpersonal Communications  
Art Cataloging • Art Auction/Art Market • Art Collaboration • Catalog Production

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### PROFESSIONAL HIGHLIGHTS

- **Key thought leader** for art analysis with more than 10 years of experience in Art Collection Research and Cataloging.
  - **Trusted advisor** to clients on complex art collection analysis and strategic planning for art sales and collections.
  - **Championed art collection analysis** for celebrity and high-end art collectors by appraising and cataloging up to 300 items a day for estates and collections **worth up to \$20-million**.
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### PROFESSIONAL EXPERIENCE

DAVID'S—2220 5<sup>th</sup> Avenue; Callahan, FL 32011 (2004—2012)

#### **ASSOCIATE VICE PRESIDENT, Fine and Decorative Art Generalist Appraiser**

Multimillion-Dollar Art Collection Analysis | Industry Benchmarking | Appraisal Leadership

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Art Appraisal leader in the Estates, Appraisals, and Valuations department for the world's largest fine arts and art business auction house. Direct the analysis and value determination for art pieces worth up to \$20-million and advise clients on utilizing strategies for selling or donating works of art. Exceptional knowledge of the marketplace and ability to predict trends and quickly identify highly valuable pieces of a collection.

- Spearheaded research for the Mark and Marsha Hamilton property—visited Mt. Vernon and inspected historical letters, clothing, books, and other property.
- Appraised collections for celebrities including the Elizabeth O'Neil estate.
- Led dealings with the world's leading art collectors, dealers, lawyers, and bankers.

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- Worked collaboratively across more than 20 departments at David's as well as with other specialists in the field.
- Provided expertise for collections that sold for more than \$20-million.
- Proven track record of managing client- and business-relationships through building credibility and establishing immediate rapport with clients.

## SLATE'S AND KENNY, AUCTIONEERS—7000 White River Ave.; Callahan, FL 32011 (2002—2004) **SALES MANAGER AND SPECIALIST, Silver and Decorative Art Department**

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Increased Sales | Business Development | Multimillion-Dollar Sales

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Promoted to Department head from previous position as a Specialist. Evaluated decorative art and porcelain and silver collections—tagged each piece for sale, advised clients, and managed property in databases. Liaison to potential buyers; advised clients on market opportunities in various geographic locations.

- Captured an increase of 20% in sales revenue—conceptualized and implemented special appraisal opportunities in high net worth locations that resulted in new business and consignor contacts.
- Fine and decorative art expert—worked quickly in a fast-paced environment; cataloged up to 600 objects a month while extensively researching auction databases and developing condition reports.
- Increased client base by more than 20%—established a new sales pipeline through partnerships with local dealers by identifying market trends.
- Identified an Exclusive American Colonial silver two-handle cup, a Huguenot worth more than a quarter million dollars.

## BLAKE AND BURBERRY MUSEUM—Crescent Road; Paris, France (2001) **ASSISTANT TO THE CURATOR OF METALWORK**

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Research Assistant | Museum Design

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Provided research of primary sources for the top three curators and silver specialists in the world for the largest decorative art museum in the world.

- Assisted with collection management during a new Silver gallery installation and museum design through collective research.

### **EARLY CAREER:**

ASSISTANT TO THE CURATOR AND REGISTRAR—State University Art Museum (1999—2000)

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## EDUCATION

Master of Philosophy (M. Phil.) in Fine and Decorative Art—State University, London, England

Bachelor of Arts in Art History and English Literature—State University; Tampa, FL; Deans List; Sigma Tau Delta; Phi Eta Sigma