



WARREN S. WINEGAR

WINEGAR FINE ART

Principal

New York, NY
March 1999 – Oct 2008
Oct 2010 – Present

Advising a select client base of new and existing collectors focusing on works ranging from European late 19th century and Modern to Contemporary art, including international art. Expertise in client management, trend identification, research, valuation, and pricing on works of art. Operating at high level of discretion, trust and partnership. Deep understanding of the history of collecting and its complex motivations and psychology.

- Private consultation and sales of fine arts to individuals and institutions in several countries.
- Experienced bidder in auction sales and navigating the auction process.
- Educational role to clients, enhancing their love and knowledge of the art world through guided visits to art fairs, private collections, museum tours and personal instruction.
- Expert opinion valuations and appraisals of fine art and some decorative arts.
- Collections management and systems implementation for long term care, conservation and storage of fine art
- Consultant to artist's estates on valuation, market position, market building and archive management

SOTHEBY'S, INC

Assistant Vice-President, Head of Client Services

New York, NY
Oct 2008 – Oct 2010

Responsible for all front-of-house operations for flagship New York site, including all auctions, special events and supporting key client initiatives. Managed a budget of \$1.8 million, 22 staff in New York and remote team of 18 in the UK. Developed and integrated new global client service standards for Sotheby's employees with pan-organization training rollout. Extensive recruitment and staff development across cultures, experience levels and demographics.

- Oversight of structure, logistics and processes for production and management of N. American auctions, including the largest and most critical: i.e. May 2010 Impressionist & Contemporary sales of \$384 million.
- Under my direction, Client Service team managed all front-of-house client interactions and special events (200+ events per year) and serving over 30,000 people through the building annually.
- Managed Client Service team morale during worst of art market downturn and ensuing restructuring, constant provider of motivation, skills enhancement and team engagement initiatives in an often uncertain environment.
- Established Client Services business unit as a talent feeder for rest of organization, requiring regular recruitment and training to manage high-level interactions with company's most important clients and sources of business.
- Changed service providers for global call center located in UK including management of service levels agreement negotiation, quality assurance and led training for new team in company history, culture and standards. On-going relationship management and training for business unit.
- Developed new client service standards curriculum with Global Head of Training, co-presenting to all New York staff over 2009/2010, identifying areas of organization where cultural shift required amongst employees. Included measurements, standards, testing methodologies and revamped orientation and training initiatives.

SOTHEBY'S INSTITUTE OF ART (SIA)

Associate Director of Admissions & Student Services

New York, NY
Feb 2004 – Oct 2008

First formal outside representative in North America of Sotheby's Institute of Art – London. Conducted direct outreach to institutions and individuals. Grew business to \$5+ million annually. Role developed to encompass parts of Europe and Australia, as well. Sotheby's Institute of Art – New York Campus, was added in 2005. In addition, kept all SIANY staff intact during multiple senior management changes, preserving brand momentum.

- Targeted, developed and fostered relationships with art faculties at top and mid-tier universities and colleges throughout the US and parts of Europe.
- Lead recruiting efforts throughout N. America and Europe.
- Extensive travel, presentations, special events and direct contact with prospective students, faculty, clients and others, including interview and selection of students.
- Exclusive field representative of the SIA brand - leveraging the brand's cache while implementing innovative sales and marketing approaches through relationship development.
- Developed marketing materials, media and course planning, providing field feedback and in-depth brand knowledge.
- Established relationships and goodwill with key art world figures and alumni worldwide, through regional and special events, presentations, networking opportunities, major art fairs and exclusive private collection visits.
- Managed special relationships for top Sotheby's clients; worked closely with departments in the auction house on specific programs and marketing initiatives.



WARREN S. WINEGAR

HILDE GERST GALLERY

Director

New York, NY

July 2000 – July 2002

Managed business operations and development for this Madison Avenue gallery that had been in place for over 50 years. Specialized in French Impressionist and Post-Impressionist paintings. Rigorous training from one of Manhattan's longest standing art dealers.

- Developed client relations, sales, marketing and advertising initiatives for the gallery.
- Selected, sought and conducted due diligence for acquisitions of paintings and sculptures valued up to several million dollars jointly with owner.
- Participated in cataloguing and researching pieces and oversaw gallery display.
- Targeted event planning for clients and major organizations (i.e. American Red Cross).

LONDON STUDY ABROAD CENTRE

Art Lecturer

London, England

1997-1998

Introduced various groups of differing size and expertise levels to collections developed in the 19th and early 20th centuries consisting of paintings, furniture and objects.

EDUCATION & LANGUAGE INFORMATION

BRIGHAM YOUNG UNIVERSITY

M.A. - Art History, 1999

Provo, Utah

SOTHEBY'S INSTITUTE

Post-Graduate Diploma, Fine and Decorative Art, 1998

London, England

BRIGHAM YOUNG UNIVERSITY

B.A.- Art History; Minor - International Relations, 1996

- Recipient of the Will Ward Scholarship for superior performance in Art History

Provo, Utah

LANGUAGES

English, French (Fluent), Italian (Conversational)

BOARDS & VOLUNTEER WORK

- **New York Coalition for the Homeless, ARTWALK 2015 Hosting Committee** 2015
- **Advisory Board, Investment Management Institute, Greenwich, CT** 2011 – Present
- **Advisory Council Member, Institute of Contemporary Art, Philadelphia, PA** 2006 – 2007
- **Counselor, young adult group**, providing guidance and mentoring to 18-30 year olds. 2002 – 2007
- **Trustee, First Hope**, Co-Head, US fund-raising arm for Asha Ashram, a 501(c)(3) charity providing education and aid to orphans in Nepal from infancy through college. 1993 - 2012

SPEAKING ENGAGEMENTS

- **IMI Wealthy Family Forum, Greenwich, CT and Scottsdale, AZ**, Presenter 2010- Present
- **Enactus Family Philanthropy Conference**, St Louis, MO April 2015
- **Family Office Dealmakers Forum**, Salt Lake City, UT March 2015
- **Enactus/Wharton Family Office Conference, Beijing, China**, Presenter Oct. 2014
- **US Trust Private Wealth Family Office Dealmakers Conference**, Salt Lake City, UT March 2014
- **Brigham Young University Art History Department**, Guest lecturer for annual course 2011- Present
- **Private Asset Management Centers of Influence Conference, NY**, Panel Moderator June 2013
- **Appraisers Association of America, NY, NY**, Keynote Speaker May 2013
- **Bank of Montreal – CTC Consulting NY, NY**, Rubin Museum, Keynote Speaker October 2012
- **Private Asset Management Centers of Influence Conference, NY**, Panelist June 2012
- **New York Society of Securities Analysts, NY, NY**, Panelist and speaker May 2012
- **Private Asset Management Magazine Breakfast Briefing, NY, NY**, Speaker May 2012
- **Co-Organizer, Private Wealth and Family Office Weekend, Salt Lake City, UT** March 2012
- **New York Society of Securities Analysts, NY, NY**, Panelist and speaker May 2005