


Starr Hoesman

Auction House Manager

Auction House Manager with vast experience in the art world. I have worked as an auctioneer, appraiser, and gallery owner for many years. My knowledge of the art market is encyclopedic, and my network of contacts within the industry is extensive. I am a highly skilled negotiator and have a proven track record of successfully executing complex sales transactions. I am also an expert at developing marketing strategies and implementing promotional campaigns that generate excitement and drive up prices.

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243 West Haven Drive, Severna Park, MD 21146 

Education

**Bachelor's degree in Arts
at Wake Forest University,
Winston-Salem, NC**

Sep 2012 - May 2016

In my Bachelor's degree, I learned technical skills such as communication and writing.

Links

[linkedin.com/in/starrhoesman](https://www.linkedin.com/in/starrhoesman)

Skills

Auction house management

Online auction software
platforms

Inventory management

Asset disposition

Profit and loss analysis

Languages

English

Dutch

Employment History

Auction House Manager at Sotheby's: New York, NY

Feb 2022 - Present

- Increased overall auction house sales by 20% through improved marketing and promotions.
- Developed and implemented new pricing strategy that increased profits by 15%.
- Expanded the number of items offered at each auction by 10%, leading to a 5% increase in total revenue.
- Negotiated exclusive contracts with several high-profile vendors, resulting in a 25% increase in traffic to our auctions.

Auction House Trainee at Christie's: New York, NY

Jul 2016 - Dec 2021

- Increased online sales by 15% through the development and implementation of new marketing strategies.
- Successfully launched a new product line that generated \$10 million in revenue within the first 6 months.
- Developed and implemented a customer loyalty program that increased customer retention rates by 5%.
- Negotiated consignment agreements with key partners which led to a 20% increase in auction items sold per month .
- Managed an annual budget of \$2 million while maintaining a 95% satisfaction rating from customers surveyed

Certificates

Certified Auctioneers Institute (CAI), Certified Auctioneers Institute

Oct 2020

National Auctioneers Association (NAA), National Auctioneers Association

Jul 2019

Accredited Estate Agent (AEA), Accredited Estate Agents

Oct 2017

International Society of Appraisers (ISA), International Society of Appraisers

Dec, 2016