

JEWELRY

Phillips hires James Marks as watch specialist and head of watch sourcing

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The white gold Rolex Cosmograph Daytona, reference 6265 recently sold to benefit Children's Action. Image courtesy of Phillips

By STAFF REPORTS

International auction house Phillips has appointed James Marks as its new international watch specialist.

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Phillips is looking to expand its presence in the global watch industry, leveraging Mr. Marks' experience in watches to lead the way. In addition to assisting with auctions, Mr. Marks will also guide the company's watch strategy.

"Coming to Phillips with an outstanding reputation in our community and a solid network within the collectors' community, we are delighted to welcome James to our team of passionate specialists," said Aurel Barcs, consultant at Phillips, in a statement. "James brings with him considerable knowledge and, like so many of us, he has now decided to turn his passion for watches into a full-time career.

"We look forward to working with James in the lead up to the Watchmakers, The Masters of Art Horology exhibition in London, and of course next season's sales in October in New York and November in Geneva and Hong Kong," he said. "We look forward to many exciting developments in the U.K. under James' leadership, including exhibitions, valuation days and developing our ever-growing client base."

Watch sourcing

For an auction house such as Phillips, one of the most important aspects of running a successful operation is proper sourcing.

To that end, Mr. Marks will lead Phillips' watch department's international sourcing efforts, helping the company to find and procure rare watches to be sold at auction.

While he has a background in finance, Mr. Marks has long been a fixture in the global watch community, making a name for himself as both a collector and curator of fine watches from around the world.



James Marks. Image credit: Phillips

He joins Phillips ahead of its latest international exhibition, Watchmakers, The Masters of Art Horology, a partnership between the auction house and Maxima Gallery that focuses on the master craftsmen who make watches.

Mr. Marks will build relationships with clients and dealers from around the world, helping to build Phillips' portfolio of watches.

Throughout the luxury world, companies are investing heavily in their efforts to source rare watches.

For example, Swiss luxury group Richemont has acquired Watchfinder, a premium pre-owned timepiece database from the United Kingdom.

The full acquisition was announced June 1 and is expected to close this summer. The purchase sees Richemont moving further into the worlds of luxury watches and digital ([see story](#)).