

JEWELRY

Phillips continues mission to strengthen watch offerings

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Phillips recently auctioned off a special watch collection. Image credit: Phillips

By STAFF REPORTS

Auction house Phillips is focusing on its watch authenticity and offerings with a strategic new hire.

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Phillips in association with Bacs & Russo has hired Geoffrey Hess as a consultant based out of New York. He will join the Watch Department to oversee collaborations, event creation, sourcing and new business initiatives.

Watching the watch segment

Previously, Mr. Hess acted as CEO of vintage timepiece platform Analog/Shift, and he was also senior advisor for Mayor Rudy Giuliani in New York from 2000 to 2002.

In between the two roles, he was CEO to a prominent luxury jewelry firm, growing and developing the brand.



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

"With his outstanding reputation, knowledge and well-established network in the watch community, we're delighted to welcome Geoff as our consultant, working with our international team of specialists," said Paul Boutros, head of watches, Americas at Phillips, in a statement. "Geoff embodies the values Phillips prides itself on integrity,

professionalism and passion and I couldn't be happier to have him partner with and advise our team.

"As we prepare for our upcoming auction seasons, including Geneva Watch Auction: Nine and Hong Kong Watch Auction: Eight, both taking place in May, we look forward to working with Geoff on our exhibitions and valuation days, as well as further developing Phillips' client base," he said.

Phillips also recently teamed up with Mr Porter and The Rake to cater to the growing market of secondhand timepieces.

The three worked on a special watch auction in New York held on Dec. 5, where Phillips hosted a secondhand watch collection sale. The collective sale included 121 watches of what it has named the highest caliber ([see story](#)).

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