

ARTS AND ENTERTAINMENT

## Phillips taps former Sotheby's exec as advisor

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*Phillips' New York auction site. Image credit: Phillips*

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By STAFF REPORTS

Auction house Phillips has appointed former Sotheby's chairman of the Americas Jamie Niven as a senior advisor to CEO Edward Dolman.

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Mr. Niven, who spent two decades at Sotheby's, will be focused on furthering Phillips' relationship with its top clients. Phillips' sales were up 29 percent last year, and the auction house is looking to continue its momentum.

"In the past few years, it has become apparent that Phillips has tremendous ambitions to make a major impact on the global auction market," Mr. Niven said in a statement. "Under Ed Dolman's leadership, the company has made extraordinary progress in building a significant auction house with one of the most experienced and talented teams in the business.

"I am delighted to re-enter the auction business and help Phillips reach the next level of growth," he said.

### Client focus

Mr. Niven began his career at Lehman Brothers in the corporate finance division. He then was chairman of oil and gas company Global Natural Resources.

The executive then worked at Sotheby's for almost 20 years, becoming chairman of the Americas in 2006. He held the chairman role until 2015.

Currently, Mr. Niven is a member of Corcoran's Leighton Candler Group. He was also chairman of Athena Art Finance until recently.



*Jamie Niven. Image courtesy of Phillips*

Mr. Niven's work in the art world also includes experience as an auctioneer at Sotheby's, and he has presided over 600 charity auctions in recent years. His philanthropic background also includes work as the former chairman of The Ralph Lauren Center for Cancer Care and Prevention, and he is currently a trustee for The Museum of Modern Art.

At Phillips, Mr. Niven will work develop a program within the organization focused on top clients. His goals include growing the number of top clients and increasing their participation in auctions.

"Jamie has an unbelievably strong global network of relationships with collectors and institutions that he's cultivated during his distinguished career in the art and philanthropic worlds," Mr. Dolman said in a statement.

"Those relationships, coupled with his knowledge of the art market and insight into global issues, will be a tremendous asset to our team," he said. "He will be a great ambassador for Phillips as we continue our global expansion."

Phillips has made a number of key appointments recently.

The auction house named Graeme Thompson its new worldwide head of jewelry in April, overseeing the growing category for the company.

Mr. Thompson came to Phillips from Bonhams, where he was director of jewelry in Asia. Based in Hong Kong, the executive will work on creating cross-marketing opportunities within Phillips and collaborating with clients on potential consignments ([see story](#)).