

PHILLIPS

PRESS RELEASE

Phillips Names Vivian Pfeiffer as Head of Business Development and Deputy Chairman, the Americas



NEW YORK – 3 January 2017 – Phillips is pleased to announce the appointment of Vivian Pfeiffer as Head of Business Development and Deputy Chairman, Americas, in January 2017, adding considerable expertise and depth to the company’s work with collectors and consigners in the United States and Latin America.

As a key member of the Phillips Business Development team, Ms. Pfeiffer will play a significant role in building Phillips’ brand in the Americas. She will work with Phillips art specialists across all departmental categories to support the auction house’s business development efforts by cultivating networks of collectors, art dealers and enthusiasts. Ms. Pfeiffer joins Phillips from Christie’s, where she was the Director of Private Sales in North and Latin America.

In her new role with Phillips, Ms. Pfeiffer will be based in New York and Miami and will work closely with the Contemporary Art and Latin American art teams to continue Phillips’ development and expansion of those markets in the regions. She will lead the Regional Directors and oversee and support the business development activities of the Regional Specialists to create and implement strategies and establish networks to drive all sales genres in the Americas. She will also head the Client Advisory department and Proposals team for the Americas and will support and manage the Director of Trusts, Estates & Valuations, Jennifer Jones, in the strategic development of the function in the Americas as a critical long-term business development tool.

“We are delighted to have Vivian join our team at a time when we’re building extraordinary momentum globally,” said

Edward Dolman, Chairman and Chief Executive Officer. “As a Deputy Chairman, she will be a key member of the firm’s leadership team and help build on Phillips’ strategy of engaging with clients as we continue to grow and expand our market share. Vivian will work closely with Phillips’ senior executives to further develop client relationships in the United States and throughout Latin America, creating engagement opportunities for today’s collectors. With her significant experience and passion for engaging with clients and colleagues, she will be at the forefront of initiatives in the coming years as we strive to serve collectors and consigners across multiple regions and collecting interests.”

Ms. Pfeiffer is a specialist in Contemporary and Latin American art. She spent 25 years at Christie’s, where she held a variety of positions, including specialist of the Latin American Art department in New York. She developed the contemporary art market in Latin America as International Contemporary Art Senior Specialist and ran the company’s operations in the Southeast of the U.S. as Managing Director. She also headed Christie’s North American and Latin American Regional Offices and led Christie’s Private Sales division in the Americas. She is very involved in the arts community in Florida, where she organized exhibitions at the Lowe Art Museum and is a board member of Locust Projects, as well as a member of the Bass Art Museum Collections Committee.

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ABOUT PHILLIPS

Phillips is a leading global platform for buying and selling 20th and 21st century art and design. With dedicated expertise in the areas of Art, Design, Photographs, Editions, Watches, and Jewelry, Phillips offers professional services and advice on all aspects of collecting. Auctions and exhibitions are held at salerooms in New York, London, Geneva, and Hong Kong, while clients are further served through representative offices based throughout Europe, the United States and Asia. Phillips also offers an online auction platform accessible anywhere in the world.

Visit www.phillips.com for further information.

PRESS CONTACT: NEW YORK - Michael Sherman, *Chief Communications Officer* msherman@phillips.com +1 212 940 1384

HEADQUARTERS: LONDON - 30 Berkeley Square, London W1J 6EX | NEW YORK - 450 Park Avenue, New York, NY 10022

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