

# Judith Hess

Judith (Jude) Hess - Expert in Art Collection Management

After double majoring in international business and finance at New York University, Judith (Jude) Hess started managing a contemporary art collection and went on to become the director of private clients for the Phillips Auction House in London. She held this position for a number of years and gained extensive experience advising high net worth individuals with personal art collections. While working with the Phillips Auction House, Judith Hess successfully fostered relationships between the auction house and prominent collectors as she worked with a wide range of art works, including contemporary art, postwar art, and prints.

In 2011, Ms. Hess became the international director of business development for Christie's and assumed responsibility for its work in the Americas, India, Europe, the Middle East, and Russia. She managed a wide range of important artworks as the primary contact and advisor to many of Christie's top clients. To help clients manage and improve their collections, Hess provided valuation, negotiation, insurance, and shipping assistance.

Judith Hess has since founded her own fine arts company, Jude Hess Fine Arts, which focuses on art collection management. In addition, she maintains a database of the world's fine art and explores fine art markets around the world. She also leverages her auction house experience to complete art work transactions with proficiency and expertise.

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## EXPERIENCE

**Christie's**  
International Director, Business Development

DEC 1, 2011 - OCT 1, 2014

**Phillips**  
Director, Private Clients

DEC 1, 2009 - DEC 1, 2011

## EDUCATION

**NYU Stern School of Business**  
BS

JAN 1, 1993 - MAY 1, 1994

**UCLA**  
Economics

JAN 1, 1987 - JUN 1, 1988