

JORDAN NELSON LOCKWOOD

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Sotheby's

Dear Hiring Team,

I am excited to apply for the role VP, Strategy and Transformation at Sotheby's. The opportunity to operate at the intersection of strategy, execution, and culture within an institution that blends centuries of heritage with a modern, technology-enabled growth agenda strongly resonates with my background and interests.

I bring over eight years of experience driving complex transformation initiatives across consulting and in-house operating roles. I bring an MBA from Columbia Business School and consulting experience, most recently at McKinsey & Company, where I advised senior executives on growth strategy, operating model design, and enterprise-wide transformation. Since then, I have served in a Chief of Staff and senior strategy role, partnering directly with executive leadership to translate strategic ambition into disciplined execution.

What particularly draws me to this role is its combination of analytical rigor, creative problem-solving, and close executive partnership. I am comfortable using macro trends, granular data, and company-specific insights to identify growth opportunities, shape strategic agendas, and prioritize investments. Equally important, I bring a strong execution mindset: I have led initiatives end-to-end, aligned diverse stakeholders, and ensured that transformation efforts are adopted, embedded, and sustained across organizations.

Sotheby's unique position as a global marketplace for art and luxury, supported by deep specialist expertise and an industry-leading technology platform, presents compelling opportunities for thoughtful, data-informed growth. I would welcome the chance to serve as a trusted advisor and execution partner to the Global Head of Business Development, helping to drive initiatives that strengthen collaboration, unlock new growth opportunities, and support Sotheby's continued evolution.

Thank you for your consideration. More about me can be found at www.jordanlockwood.com.

Sincerely,



Jordan Lockwood