

Salesperson/Senior Numismatist

Start your career with one of the nation's fastest-growing auction houses, that focuses on treasured collectibles from Sports, Entertainment to Luxury Handbags and Fine Art.

Headquartered in Dallas, Texas, with offices in New York, Chicago, Beverly Hills, London, Hong Kong, and other cities. For almost 50 years, Heritage Auctions has been the largest auction house founded in the U.S. and serves more than 50 different auction categories, including Coins, Sports, Comics, Historical, Jewelry, Fine & Decorative Art, Wine, and many more.

SUMMARY: Heritage Auctions is seeking an experienced professional to join its World Coins division, responsible for managing client relationships, organizing and selling coin inventory, and representing the company at coin shows. The ideal candidate has at least five years of experience in world coin sales, strong knowledge of numismatics, and excellent communication and organizational skills.

LOCATION: South of Dallas/Fort Worth International Airport, NW corner of W. Airport Freeway (Hwy. 183) and Valley View Lane

BENEFITS:

- Medical, Dental, Vision coverage
- Paid time off
- 401k savings plans
- Onsite Gym with access to a personal trainer

COMPENSATION: Commensurate based on experience

ESSENTIAL DUTIES & RESPONSIBILITIES:

- Build and maintain a client list by developing strong relationships with collectors, dealers, and new buyers, ensuring consistent communication and long-term engagement.
- Travel to coin shows and related events to represent Heritage Auctions, source consignments, expand client networks, and promote company offerings within the numismatic community.
- Organize and manage coin inventory, including cataloging, pricing, and preparing items for auction or private sale to ensure accuracy and efficiency in all transactions.
- Execute sales strategies to meet individual and departmental goals while providing an exceptional client experience through expert guidance and professional service.

- Collaborate with internal teams such as marketing, operations, and cataloging to support auction preparation and ensure smooth execution of sales events.
- Perform additional duties as assigned.

EDUCATION & EXPERIENCE:

- 5+ years of experience in selling World Coins a plus
- Requires good general knowledge of Numismatics, sales, negotiation, and trading

SKILLS & ABILITIES:

- Proficiency in Microsoft applications, specifically Outlook, Word, and Excel
- Must have strong verbal and writing skills
- Ability to multitask and pay great attention to detail
- Must have a positive attitude with exceptional customer service skills

WORK ENVIRONMENT:

- Individuals must be able to work in a fast-paced, team-focused environment.
- Reasonable accommodation may be made to enable individuals with disabilities to perform the essential functions

HOW TO APPLY:

1. Send resumes and cover letters to JOBS@HA.com
2. Directly on our careers website: HA.com/careers

Heritage Auctions welcomes and encourages applications from women, minorities, veterans, mature workers, and persons with disabilities. EOE