

Ricky Graham

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PROFESSIONAL EXPERIENCE

Walker Art Center, Minneapolis, MN

Earned Revenue Operations Specialist (July 2024 – November 2024)

- Analyzed business metrics and identified areas for growth, developed and implemented strategies to increase institutional revenue for the Walker's retail channels, rental spaces, restaurant, and ticketed events
- Participated in a facilities assessment with WHY Architects to identify spatial pain points on the Walker's campus and opportunities for revenue and visitor experience optimization as part of an upcoming remodel
- Founder and chair of the Walker's Queer ERG - planned staff gatherings, communicated feedback to senior leadership, facilitated networking opportunities with other arts organizations for ERG members to build professional networks, compiled a hub of community resources, and highlighted queer highlights from the Walker's collection and curatorial history

Business Development Coordinator (November 2023 – July 2023)

- Project managed the opening of Idea House 3, a design concept store within the Walker Art Center. Scope included buying and tracking inventory, facilitating consignment contracts with artists and galleries, overseeing art handling and shipment, website management, and vendor management for spatial construction
- Curated a selection of over 800 art publications for the Walker's bookstore, establishing partnerships with large and independent publishers, accounting for over 70% of retail sales and garnering national press
- Ideated, produced, and licensed exhibition merchandise, exceeding sales goals by 45% and resulting in FY profitability for the Walker's museum shop for the first time since 2016 (portfolio: rickygraham.info)
- Executed departmental administrative tasks including scheduling meetings and preparing required materials, processing invoices, coding expenses, creating and tracking departmental budgets, preparing financial reports

Lead Sales Associate (April 2022 - November 2023)

- Oversaw sales process for Walker-produced editions by artists including Mark Manders, Robert Rauschenberg, Joan Miró, Rirkrit Tiravanija, Trisha Baga, and Matthew Barney
- Managed, trained, and scheduled retail sales associates, providing performance coaching and feedback to maintain motivation and achieve sales and customer service goals
- Coordinated wholesale purchases and deliveries of Walker publications to partner institutions and bookstores

Rainy Dawg Radio, Seattle, WA

Marketing Manager (February 2020 - March 2022)

- Hosted a weekly radio show focused on experimental music for the University of Washington's student-run radio station, with a primary interest in contemporary artists working with sound
- Conducted artist interviews to be published on the radio station's blog and edited writing submissions
- Managed social media channels and on-campus marketing initiatives to increase awareness and student participation with the radio station

Henry Art Gallery, Seattle, WA

Gallery Assistant (March 2018 - January 2020)

- Greeted visitors and maintained thorough understanding of current exhibitions in order to best articulate relevant information and artistic concepts to visitors
- Sold memberships and tickets for general admission and special programs from the admissions desk
- Monitored general gallery email and screened telephone calls, directing inquiries to relevant staff as appropriate

EDUCATION

University of Washington, Seattle, WA

BA Business Administration, BA Art History

SKILLS & ADDITIONAL CERTIFICATIONS

- Technical Proficiencies: MS Office 365, Adobe Suite, Airtable, Sage Intacct, Ramp, Shopify
- Foster School of Business Excel Certification, Università Bocconi Arts and Heritage Management Course