

4. Leo – Service and Retail - Vintage Salesperson

My family has been working in this industry for more than 30 years

It has been with me since I was young

After I came back from studying overseas

My family needed help

So I came back to help

For the job nature, we mainly engage in transaction of antique

I work behind the scenes most of the time

There are many investigations and the most important duty is final checking for clients

Our industry is selling and buying

However, we need to ensure the source and authenticity of the goods

We need to do background research for this kind of information

As a final check for clients

So that they can buy with ease

Our working time basically depends on the types of business

We need to work six days a week if we have a shop

Some people only work as a private merchant and they might not have a shop

That type of business is more flexible

The basic requirement of this job is to be interested in antique or arts

And to pay attention to details

Since we need to do the final check for clients most of the time

You need to pay attention to the details to check whether a piece of goods is authentic

Apart from that

If you talk about attaining some qualifications

Many people who enter the industry now have the background of history or archaeology

Some of them study arts

This is about doing the final check for clients

It requires experiences and techniques

For the antique

There must be some replicas
There must be a replica for an art piece
The biggest challenge is how to differentiate them
Every industry has challenges
Just like what I said that I have bought good items
I have also bought some bad items
The intangible pressure must be there
You need to be account for the clients
And be able to do the final check for them
This pressure is always there
Therefore, when you buy a piece
You need to investigate it a lot
You will even think about it while you are sleeping sometimes
For the historical aspect, the future development of this industry
This industry has been existing for so long actually
Especially in Chinese history
There are always dealings including goods of different dynasties in Mainland China
Especially since the flourishing of China
People in Mainland China are getting richer
This type of luxury goods becomes more common
In fact, the future of this industry can still be seen and developing
In terms of traditional dealing with antique
Hong Kong is an important place
So it will still be an advantageous location
You have to learn modestly
Since it is difficult to enter the industry
Comparing to other retail industry
The harder it is, the more potential it has
Basically arts will influence your mind