

*BI Norwegian Business School is one of Europe's top business schools with over 20,000 students. As Norway's leading provider of Business and administrative education, BI builds on a unique tradition of combining professional expertise and industry relevance. The studies range from bachelor to master and doctoral degree programmes. BI is also known for its customised programmes for both private and public sector.*

*BI has some of Europe's leading academic environments within the areas of finance, economy, strategy, marketing and management. As a BI employee you will meet exciting challenges in an engaging and international environment with over 800 colleagues who daily contribute to the development of the knowledge society. BI's annual turnover is approximately 1.5 billion NOK and the school is organised as an independent foundation whose purpose is teaching and research. All profits are used to strengthen BI's academic- and learning environment.*

### **Assistant professors in marketing**

The Department of Marketing at BI Norwegian Business School in Oslo, Norway ([www.bi.edu](http://www.bi.edu)) invites applications for tenure-track assistant professor positions. Applicants from any field of marketing are welcome.

### **BI Norwegian Business School**

BI Norwegian Business School (BI) is one of Europe's largest business schools with around 20,000 students and more than 400 permanent faculty. BI is the largest supplier of economic and administrative competence and skills in Norway with more than 200.000 graduates since 1983. BI is a private, not-for-profit foundation of high quality with national and international accreditations. Academic rigor and relevance positions BI among the top business schools in Europe. BI is Triple Crown accredited through EQUIS, AACSB and AMBA. These accreditations places BI as a member of an elite group of business schools worldwide.

BI Norwegian Business School has the country's leading faculty in the school's spearhead areas of economics, management, strategy, marketing and finance. The research is organized in nine separate departments. BI Norwegian Business School has an international profile, and BI's faculty cooperates extensively internationally and BI has student exchange agreements with more than 170 institutions in 45 different countries. For more information, please visit <http://www.bi.edu>.

BI's internationally award winning main campus is located in Nydalen in Oslo, and is the conference venue for EMAC 2016 ([www.emac2016.org](http://www.emac2016.org)). Natural light and open spaces give the BI Campus the sensation of being an indoor village; a place everybody is able to feel at home.



**Region:**

Oslo

**Job type:**

Contract

**Application deadline:**

01/09/2016

**Location:**

Oslo

**Contacts:**

[Head of Department,  
Professor Bendik  
Samuelsen](#)

 **SEND APPLICATION**

## **Department of Marketing**

The Department of Marketing at BI has 15 full time research faculty, 15 lecturers, and 10 doctoral students. We have a culturally diverse set of faculty members and doctoral students from Asia, Europe and the US. The Department has won several prestigious awards for its research, including the MSI/H. Paul Root Award, the IMR International Marketing Award and the Louis W. Stern Award. Our faculty members publish in all the leading marketing journals. In 2014/2015, faculty members published in for instance *Journal of Marketing*, *Journal of Consumer Research*, *Journal of Retailing*, *International Journal of Research in Marketing*, to name a few. The research and teaching interests of the department cover all aspects of marketing, with a predominantly quantitative approach, and an active and ambitious Ph.D. program. The department has its own research fund to finance and promote first class research projects, and operates a behavioral research lab with 40 ICT-equipped cubicles with two other departments.

The Department of Marketing has a faculty whose interests cover all major fields in marketing strategy, consumer behavior and marketing modeling. The department offers research-based and experience-based high-quality teaching at all levels, and provide their students with the best possible qualifications in both the applied and theoretical fields of marketing. Technology rapidly changes how markets operate and redefines marketing both theoretically and practically. We want to attract candidates that can enhance both our conceptual and practical knowledge about the emerging digitalization of marketing.

We will expect the applicants to identify with and contribute to this vision, and comply with the core-values collegiality, ambitiousness, respectfulness, and empathy.

### **The positions**

The department now has vacant assistant professor positions with duration of four years, which provide an opportunity to qualify for a permanent position as associate professor of marketing. Qualification will be assessed based on research productivity and teaching performance. We aim to match applicant profiles with teaching needs. Given BI's strong emphasis on marketing management at all program levels, applicants must be able to demonstrate both academic rigor and practical relevance in their research and teaching.

### **Requirements/qualifications**

Candidates can apply before having defended their Ph.D. However, a formal offer is contingent upon successful completion of the doctoral degree. Entry-date can be negotiated for the right candidates. Both research and industry PhDs are welcome.

Applicants have to submit their job-market paper, a resume and work-in-progress abstracts, which reflect their area of research interest. In addition, applicants should submit an updated CV (including a complete list of publications, doctoral courses taken with grades, and preferably teaching evaluations). Two reference letters must also be submitted.

In addition to the research tasks, the position requires a teaching load of 70 hours per year (half of regular load). Grading and tutoring come in addition.

The position offers membership of the Norwegian Public Service Pension Fund. The School has a bonus-system for publications in selected journals (up to 180.000 NOK per publication).

Evaluation will be based on the quality of previous research, potential for future research, and teaching qualities. Applicants may be called for an interview and seminar presentation. The positions will only be filled if qualified candidates are identified. BI is an equal opportunity employer.

BI uses an electronic recruiting system, <https://www.easycruit.com/> handling all incoming applicants and supporting documents. This system must be used. Additional information about the position can be obtained by contacting the Chair of Department of Marketing, Professor Bendik M. Samuelsen, email: [bendik.samuelsen@bi.no](mailto:bendik.samuelsen@bi.no).

**We will conduct interviews during EMAC 2016 in Oslo. Please register for interviews directly on the web-site: <http://www.emac2016.org/jobmarket.cfm>**

Deadline for applications: September 1st, 2016. Applicants are encouraged to apply continuously, as applicants will be assessed and offers potentially given on a continuous basis before this date.

Work may not be submitted after the deadline.

---