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CAL STATE EAST BAY

California State University-East Bay: College of Business & Economics: Marketing

Assistant or Associate Professor of Marketing (Sales), Tenure-Track Faculty_17-18
MKTG-SALES-TT [Position PS #00002327]

Location: Hayward / Concord / Online, CA

FACULTY EMPLOYMENT OPPORTUNITY

THE UNIVERSITY: California State University, East Bay (CSUEB) is known for award-winning programs, expert instruction, its diverse student body, and a choice of more than 100 career-focused fields of study. The ten major buildings of the Hayward Hills campus, on 342 acres, contain over 150 classrooms and teaching laboratories, over 177 specialized instructional rooms, numerous computer labs and a library, which contains a collection of over one million items. The University also has campuses in Concord and Oakland, as well as Online. With an enrollment of approximately 13,000 students and 600 faculty, CSUEB is organized into four colleges: Letters, Arts, and Social Sciences; Business and Economics; Education and Allied Studies; and Science. The University offers bachelor's degrees in 47 fields, minors in 51 fields, master's degrees in 33 fields, 9 credentials programs, 12 certificate options, and 1 doctoral degree program. <http://www20.csueastbay.edu/> (<http://www20.csueastbay.edu/>)

THE COLLEGE: The College of Business and Economics (CBE) offers classes online and in Hayward, Concord, Oakland, and San Ramon. CBE offers 6 degree programs (BS in Business Administration, MBA, BA and MA in Economics, MS in Accountancy, and MS in Business Analytics) spanning 4 departments: Accounting and Finance, Economics, Management, and Marketing. The College's distinguished faculty is a multinational, multicultural, diverse group providing a wealth of global experiences and expertise in various fields. The College has been AACSB accredited since 1973.

THE DEPARTMENT: The Department of Marketing offers undergraduate and graduate coursework in marketing. It offers a supportive and collegial environment that celebrates diversity. While our primary focus is teaching, research is highly valued and rewarded.

DUTIES OF THE POSITION: To teach primarily Personal Selling and Sales courses and other marketing related courses both at undergraduate and graduate levels, conduct academic research in Personal Selling and/or other related marketing areas, and provide service to the University. Please note that teaching assignments at CSUEB include courses at the Hayward and Concord campuses and possibly the online campuses. Research responsibilities include publishing in peer-reviewed academic journals and engaging in other professional and scholarly activities. The chosen candidate is also expected to render service to the university and the community at large.

RANK AND SALARY: A full-time, tenure-track position at the rank of Assistant or Associate Professor. The rank and salary are dependent upon qualifications.

DATE OF APPOINTMENT: Fall Semester, 2018

QUALIFICATIONS

- **Required:** A successful candidate will have: (1) an earned Ph.D. in Marketing from an AACSB accredited institution no later than the effective date of appointment; (2) demonstrated evidence of or potential for teaching excellence and peer-reviewed scholarship; (3) industry experience in Personal Selling and Sales; and (4) candidates should demonstrate experience in teaching, mentoring, research, or

community service that has prepared them to contribute to our commitment to diversity and excellence. Additionally, applicants must demonstrate a record of scholarly activity.

- **Preferred:** Research and teaching interest and experience in Personal Selling and Sales.
- This University is fully committed to the rights of students, staff and faculty with disabilities in accordance with applicable state and federal laws. For more information about the University's program supporting the rights of our students with disabilities see: <http://www20.csueastbay.edu/af/departments/as/> (<http://www20.csueastbay.edu/af/departments/as/>).

APPLICATION INSTRUCTIONS

APPLICATION DEADLINE: Review of applications will begin September 15, 2017 and will continue until the position is filled. Please submit a letter of application, which addresses the qualifications noted in the position announcement, and a complete and current vita; copies of official academic transcripts; three letters of recommendation; and copies of recent publications via Interfolio (see "Apply Now," below). Applicants are strongly encouraged to also submit a one-page diversity statement that addresses how you engage a diverse student population in your teaching, research, mentoring, and advising.

NOTE: California State University, East Bay hires only individuals lawfully authorized to work in the United States. All offers of employment are contingent upon presentation of documents demonstrating the appointee's identity and eligibility to work, in accordance with the provisions of the Immigration Reform and Control Act. A background check (including a criminal records check and prior employment verification) must be completed and cleared prior to the start of employment.

This institution is using Interfolio's ByCommittee to conduct this search. Applicants to this position receive a free Dossier account and can send all application materials, including confidential letters of recommendation, free of charge.

[Apply Now \(https://dossier.interfolio.com/apply/41918\)](https://dossier.interfolio.com/apply/41918)

For help signing up, accessing your account, or submitting your application please check out our [help and support \(http://product-help.interfolio.com/\)](http://product-help.interfolio.com/) section or get in touch via email at [help@interfolio.com \(mailto:help@interfolio.com\)](mailto:help@interfolio.com) or phone at (877) 997-8807.

As an Equal Opportunity Employer, CSUEB does not discriminate on the basis of any protected categories: age, ancestry, citizenship, color, disability, gender, immigration status, marital status, national origin, race, religion, sexual orientation, or veteran's status. The University is committed to the principles of diversity in employment and to creating a stimulating learning environment for its diverse student body.