

Tenure-track Faculty Position
Department of Marketing
College of Business and Economics

Position:	(Open Rank) in Marketing and Sales, Department of Marketing
Starting Date:	Fall, 2017
Minimum Qualifications:	<p>Candidates must possess a doctorate in Marketing from an AACSB-accredited institution. Possession of the appropriate terminal degree is required for employment. This position will have primary teaching responsibilities in sales, marketing, and consumer and B2B marketing. It will also involve working in community engagement and with external organizations in the greater Los Angeles area. Applicants must have excellent verbal and written communication skills in English; possess the ability to teach, have the ability to work well with others; connect and relate to our students. Applicants must show evidence of, or potential for, excellence in teaching and student advisement/mentoring as well as productive programs of scholarly research (in the desired field) and commitment to service.</p> <p>The successful candidate will be committed to the academic success of all of our students and to an environment that acknowledges, encourages, and celebrates diversity and differences. To this end, the successful candidate will work effectively, respectfully, and collaboratively in diverse, multicultural, and inclusive settings. In addition, the successful candidate will be ready to join faculty, staff, students, and administrators in our University's shared commitment to the principles of engagement, service, and the public good.</p>
Preferred Qualifications:	<p>Applicants who have worked in a professional selling situation and have both academic and business expertise in the world of professional selling are preferred. Applicants who have the ability to develop and integrate sales concepts to applied research will be given preference. Applicants who are able to partner with community organizations and businesses to deliver sales competitions with our students are highly desired. Expertise and a desire to teach in sales, channel marketing, B2B and B2C marketing, as well as other marketing courses, is preferred. Interest or experience in using advanced instructional technologies to improve the teaching/learning process is also desirable. Demonstrated scholarly track record in marketing to help build the department is highly desired. Evidence of an ability to provide on-campus and community leadership regarding the University's strategic initiative of community engagement and the Department's civic courses is ideal.</p>
Duties:	<p>The primary professional responsibilities of instructional faculty members are: teaching, research, scholarship and/or creative activity, and service to the University, profession and to the community. These responsibilities generally include: advising students, participation in campus and system-wide committees, maintaining office hours, working collaboratively and productively with colleagues, and participation in traditional academic functions.</p>
Salary:	Initial salary and additional support commensurate with qualifications and experience.

The University:	Cal State LA is one of 23 campuses within the California State University system. With over 60 undergraduate and graduate degree programs led by award-winning faculty, Cal State LA's dedication to access and excellence has been recognized nationally. Founded in 1947, the University is located just minutes from downtown Los Angeles, adjacent to the San Gabriel Valley, and serves more than 27,000 students who reflect the rich ethnic and racial diversity of the area. As a federally recognized Hispanic-serving and Minority-serving institution, Cal State LA recognizes the transformative power of education and embraces its duty to identify and serve the needs of all of its students. This longstanding commitment is reflected in its history as home to the nation's first Chicano Studies program, second Pan-African Studies program, as well as Latin American and Asian and Asian American Studies programs. Faculty have the opportunity to establish affiliate status with ethnic studies and other academic programs, including the Honors College. In addition to meeting fully its obligations under federal and state law, Cal State LA is committed to creating a community in which a diverse population can live, work and learn in an atmosphere of civility and respect for the rights and sensibilities of each individual.
The College:	The College of Business and Economics is an AACSB international accredited business school. Only 5% of business schools worldwide have achieved AACSB international accreditation. For more than a decade, Cal State L.A.'s undergraduate business program has been listed among the nation's best in U.S. News & World Report's "America's Best Colleges" issue and is among the top 10 public institutions in California. The Princeton Review has recognized Cal State LA for having one of the finest MBA programs in the country.
The Department:	The Marketing Department has the third largest enrollment in the College of Business & Economics with more than 960 majors. The department's culturally diverse faculty hold Ph.D. degrees from prestigious universities. The Department's emphasis is on "Excellence in Teaching through Practical Application." We offer 3 options (Marketing, International Business and Retailing), 4 minors and 7 certificates including a minor and certificate in the growing area of Sustainability and Social Media.
Required Documentation:	Please submit a letter of application, curriculum vita, official transcripts, a job paper, three letters of recommendation, teaching evaluations, and the University's Application for Academic Employment form http://www.calstatela.edu/sites/default/files/groups/Human Resources Management/forms/empl_applic_academic.pdf . Employment is contingent upon proof of eligibility to work in the United States.
Application:	Review of applications will begin on or before September 1, 2016 and continue until the position is filled. Address application, required documentation and/or requests for information to: <p style="text-align: center;">Dr. Tye W. Jackson Chair, Department of Marketing California State University, Los Angeles Email: tjackso4@calstatela.edu</p> <p>This search will remain open until filled.</p> <p>Note: The person holding this position is considered a "mandated reporter" under the California Child Abuse and Neglect Reporting Act and is required to comply with the requirements set forth in CSU Executive Order 1083 as a condition of employment.</p>

A background check (including a criminal records check) must be completed satisfactorily before any candidate can be offered a position with the CSU. Failure to satisfactorily complete the background check may affect the application status of applicants or continued employment of current CSU employees who apply for the position.

Cal State LA is an affirmative action/equal opportunity employer with a strong institutional commitment to achieving and supporting diversity among its faculty, students, and staff. Applications from women, minorities, and individuals with a strong record of mentoring students from underserved or underrepresented groups are encouraged to apply.

All qualified individuals will receive equal consideration without regard to economic status, race, ethnicity, color, religion, marital status, pregnancy, national origin or cultural background, political views, sex or sexual orientation, gender identification, age, disability, disabled veteran or Vietnam era veteran status.

AN EQUAL OPPORTUNITY/TITLE IX EMPLOYER

Upon request, reasonable accommodation will be provided to individuals with protected disabilities to (a) complete the employment process and (b) perform essential job functions when this does not cause undue hardship.