

Marketing (Tenure-Track, Assistant Professor)

Position Information

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Position Title	Marketing (Tenure-Track, Assistant Professor)
College/Unit	College of Business Administration
Home Department	Department of Marketing and Hospitality Services Administration
Employee Group	Tenure-Track Faculty - Academic Year
Employment Status	Full-Time
Position Type	9 month (Academic Year)
Position Classification	Tenure Track Faculty
Position Begin Date	08/19/2019
Position End Date	
Position Summary	The College of Business Administration at Central Michigan University is accepting applications for a tenure-track position at the Assistant Professor level in the area of Marketing/Sales to commence August 2019. Principle responsibilities include teaching courses in sales in the nationally ranked Professional Sales program. Also required are scholarly and creative activities, and service to the department, college, and university. Normal teaching load will be three courses per semester. Teaching "on-line" may be assigned as part of normal load.
Required Qualifications	A doctorate with a major or concentration in Marketing or a related field, or ABD will be considered if it is clear the degree will be conferred by time of appointment; evidence of teaching effectiveness in marketing or sales courses at the college/university level; an active research agenda in sales or a related area with evidence of, or potential for, scholarly publication in quality journals. Ability to perform the essential functions of the job with or without reasonable accommodations.
Preferred Qualifications	Teaching philosophy consistent with the college's learning-centered and business-connected mission; teaching experience in sales; demonstrated research record commensurate with experience; industry experience in sales.
Message to Applicants	You must submit an on-line application in order to be considered as an applicant for this position. Cover letters may be addressed to Dr. Richard Divine, Chair, Department of Marketing and Hospitality Services Administration.
About the Department	The Department of Marketing and Hospitality Services Administration has 20 full-time faculty and offers majors in Marketing, Logistics, and Hospitality. To learn more about the department, visit the departmental website .
Posting Begins	05/14/2018
Posting Ends	

Open Until Filled Yes

Type of Recruitment External

About CMU

Founded 125 years ago, Central Michigan University is a major, national university with 26,000 students, more than 30 remote locations in the U.S. and Canada, and 225,000 alumni worldwide.

CMU offers more than 200 academic programs at the undergraduate, master's, specialist and doctoral levels. Academic excellence is found in programs considered among the best in the nation, such as engineering, information systems, neuroscience, physician assistant, physical therapy, sales, logistics, fashion merchandising and design, advertising, marketing, public relations, and broadcasting. Central has been a pioneer in extended learning for nearly 50 years, and its online programs for undergraduates and the military, as well as its online MBA and online graduate education for teachers and school leaders, are nationally ranked.

Central Michigan University expands its academics with immersive, hands-on opportunities such as research, volunteering, study abroad, internships and leadership experiences. The fourth-largest university in Michigan began with the mission of addressing a demand for teachers prepared and qualified to lead classrooms and educate future generations. That commitment to fulfilling unmet needs continues today through many newer programs, including our College of Medicine, which in May 2017 graduated its first class of doctors dedicated to serving medically underserved communities.

Employees have access to fitness facilities and a nationally recognized wellness program as well as health care and benefits that exceed regional, state and national norms.

With student-athletes who are expected to perform equally well in the classroom and on the field, CMU is a member of the NCAA Division I Mid-American Conference. CMU Athletics regularly earns accolades for student excellence in the classroom (almost 30 percent of our students were honored in spring 2017 for GPAs of 3.5 or higher) and on the field, with frequent men's and women's championship seasons in sports such as football, basketball, gymnastics, field hockey, soccer, baseball and softball, and wrestling.

Central is located in a quaint, tight-knit community in the heart of central lower Michigan. Our community offers a robust mix of outdoor opportunities, family attractions, and restaurants and brew pubs. Mount Pleasant's small-town life is complemented by cultural activities on campus, including concerts, plays and guest speakers. Mount Pleasant is an hour or two from most Michigan destination spots, including Detroit, Grand Rapids, Lansing and Ann Arbor, as well as the state's sunset beaches, golf and ski resorts, and our famous "Up North" communities, state parks and lakes.

EEO Statement

CMU, an AA/EO institution, strongly and actively strives to increase diversity and provide equal opportunity within its community. CMU does not discriminate against persons based on age, color, disability, ethnicity, gender, gender expression, gender identity, genetic information, height, marital status, national origin, political persuasion, pregnancy, childbirth or related medical conditions, race, religion, sex, sex-based stereotypes, sexual orientation, transgender status, veteran status, or weight (see <http://www.cmich.edu/ocrie>.) If you wish to see "EEO is the Law" posters, please [click here](#).

Supplemental Questions

Required fields are indicated with an asterisk (*).

1. How did you learn of this vacancy? Please indicate the specific source by title (i.e., CMU website, HigherEdJobs.com, Higher Education Recruitment Consortium, The Chronicle, specific professional association, specific list serv, etc.): (Open Ended Question)

Optional & Required Documents

Required Documents

1. Resume/Curriculum Vitae
2. Cover Letter
3. Evidence of Teaching Effectiveness
4. List of References

Optional Documents

1. Recommendation Letters
2. Statement of Teaching Philosophy
3. Statement of Research
4. Other Document (1)