

Instructor in Marketing & Sales

Posting Details

Position Information

Working Title	Instructor in Marketing & Sales
Appointment Type	Full Time
Purpose of Position	<p>The Joseph W. Luter, III School of Business at Christopher Newport University invites applications for the position of Instructor in marketing and sales, effective August 2020. This position is a full-time, non-tenure-track appointment with a nominal teaching load of 4-4, which includes teaching appropriate combinations of marketing and sales courses. The individual hired for this position may be called upon to design new sales courses for the Luter School of Business. The successful candidate will be committed to effective and creative teaching, student professional development, will offer a program of scholarly activity having the potential to enrich the intellectual lives of our students, and will engage with the business community. The Master of Business Administration or a graduate degree in a related field is required. The successful candidate should possess work experience in the professional sales field. Individuals who possess a terminal degree in a related field may be considered for appointment at the rank of Lecturer.</p>

Departmental Information	<p>The Luter School of Business at Christopher Newport University is composed of 24 faculty and offers four majors (Accounting, Finance, Management, and Marketing). The Luter School's AACSB accredited business curriculum requires a minimum GPA of 3.0 for entry and attracts some of the University's best students. The business program offers opportunities for internships, executive mentorships, international experiences, volunteer work, and research collaboration with faculty. The School will launch a new Master of Financial Analysis (MFinA) program in Fall 2020. For more information, visit our website at http://cnu.edu/schoolofbusiness/.</p>
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Faculty Information	<p>Christopher Newport University is committed to outstanding teaching and learning, undergraduate education, and the liberal studies core; the University is seeking to shelter a Phi Beta Kappa chapter. The Fall 2019 freshman class of 1,238 students was selected from 7,200 admission applications, and presented average high school GPA and SAT scores of 3.8 and 1202, respectively. Capital improvements (approaching \$1 billion) on the beautiful, 260-acre campus, located between historic Colonial Williamsburg and the ocean resort of Virginia Beach, integrate the University's liberal arts vision, nurturing mind, body, and spirit. These include the state-of-the-art Tribble Library; three new academic buildings including a newly opened integrated science building; the Freeman Center athletic complex; and the I.M. Pei-designed Ferguson Center for the Arts, which brings to Virginia the finest performing artists in the world.</p> <p>Our faculty enjoy an atmosphere of collegiality and mutual respect that rewards outstanding teaching and fosters active intellectual and creative engagement. CNU is committed to ensuring that all people are welcomed, honored and fully engaged in the life of our academic community. We recruit exceptional and diverse faculty and encourage applications from individuals who are underrepresented in their profession. Faculty are productive scholars and researchers, supported by professional development funds. Faculty and administrators regularly consult and collaborate as the University works to sustain a culture of scholarly inquiry, informed debate, and civic action that enriches students, faculty, and the surrounding community. The result is a supportive and cohesive academic setting in which the University cultivates and carries forward its mission. Competitive salary with excellent health and retirement benefits and a well-designed family leave policy further enhance the CNU workplace. For further information on CNU, please visit our website at http://www.cnu.edu.</p>
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Posting Detail Information

Posting Number	F117P
Application Deadline	03/31/2020
Application Instructions	To apply, please visit https://jobs.cnu.edu/postings/ to upload a letter of interest, current curriculum vitae, graduate transcripts (photocopies acceptable for initial screening),

statement of teaching philosophy, a one-page statement articulating how your teaching, scholarship and service would contribute toward fostering an inclusive learning environment on campus, evidence of teaching effectiveness, and three letters of recommendation.

(Letters should be uploaded with application materials or emailed to facultyrecruitment@cnu.edu). Letters of reference will be the only documents accepted via email.

Review of applications will begin on March 31, 2020. Applications received after March 31, 2020 will be accepted but considered only if needed.

Search finalists are required to complete a CNU sponsored background check.

Quick Link for Internal Postings

<http://jobs.cnu.edu/postings/9342>

EEO Statement

Christopher Newport University, an EO Employer, is fully Committed to Access and Opportunity.

Supplemental Questions

Required fields are indicated with an asterisk (*).

1. Where did you obtain your Bachelor's Degree (please provide name of institution and city / state)?
(Open Ended Question)
2. Where did you obtain your Master's Degree (please provide name of institution and city / state)?
(Open Ended Question)
3. Where did you obtain your PhD Degree (please provide name of institution and city / state)? If this degree is in progress, please provide estimated completion date.
(Open Ended Question)

Applicant Documents

Required Documents

Optional Documents

1. Letter of Interest
2. Curriculum Vitae
3. Statement of Teaching Philosophy
4. Evidence of Teaching Effectiveness
5. Transcripts
6. Graduate Transcripts
7. Letter of Recommendation #1
8. Letter of Recommendation #2
9. Letter of Recommendation #3
10. Other Application Materials
11. Other Application Materials #2
12. Other Application Materials #3
13. Other Application Materials #4