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## Tenured/Tenure-Track (Open Rank) Faculty Position in Marketing/Sales

### Description

#### Duties:

Teach graduate and undergraduate courses primarily in Sales, Marketing Strategy, and B2B Marketing disciplines. Maintain an active and high quality research agenda. Participate in departmental, college, and university service. Must be available to teach on-campus/online, day/evening/weekend and/or off-campus classes.

Cleveland State University has recently established the Bernie Moreno Center for Sales Excellence which will serve as a hub for innovative research and education in sales management and training. The successful candidate is expected to take a leadership role in the Sales Center and serve as department liaison to industry sales partners and facilitate student learning.

#### Qualifications:

### Job Information

#### **Location:**

Cleveland, Ohio, United States

#### **Job ID:**

39321325

#### **Posted:**

February 7, 2018

#### **Position Title:**

Tenured/Tenure-Track (Open Rank) Faculty Position in Marketing/Sales

#### **School Name:**

Cleveland State University

#### **Specialties:**

All

**Minimum:**

- Earned doctorate in Marketing from an AACSB accredited institution; evidence of high quality research and teaching potential at both graduate and undergraduate sales and marketing courses. Demonstrated ability to work with industry/corporate partners; Effective oral and written communication skills.

**Preferred:**

- Research and teaching experience in *Professional Sales/Sales Management* courses (e.g. sales analytics, sales management, CRM) as well as other courses to support the department as necessary; preference will be given to candidates who have experience with a sales center; prior work experience with a predisposition to our engaged model; ability to contribute through teaching and/or service to the diversity, cultural sensitivity, and excellence of the academic community.

**Applications:**

Review of applications will begin March 7, 2018 and will continue until the position is filled. All applicants must submit the following materials online through CSU human resource website

<http://hrjobs.csuohio.edu/postings/8619> by clicking the “Apply Now” button.

1. Cover Letter specifically addressing the position qualifications
2. Curriculum vitae
3. Evidence of teaching experience
4. List of graduate courses taken (upload to Other Documents)
5. Transcripts showing evidence of doctoral degree
6. Contact information for three references

**Salary:**

Salary and benefits are AACSB competitive and commensurate with qualifications.

**Do you plan on interviewing at the Summer AMA Conference?:**

Yes

**Position Start Date:**

Fall 2018

Hiring is contingent on maintaining existing levels of funding from the state of Ohio. Offer of employment is contingent on satisfactory completion of the University's verification of credentials and other information required by law and/or University policies or practices, including but not limited to a criminal background check.

It is the policy of Cleveland State University to provide equal opportunity to all qualified applicants and employees without regard to race, color, religion, sex, sexual orientation, gender identity and/or expression, national origin, age, protected veteran or disable status, or genetic information.

For more information please visit:

<https://www.csuohio.edu/business/marketing/marketing>

## About Cleveland State University

This school does not currently have a profile. Please refer to the school's website or job descriptions to learn more about them.

Contact: Professor Rama Jayanti

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