

Position Announcement
Illinois State University
Normal/Bloomington
Assistant/Associate Professor of Professional Sales

The Department of Marketing in the College of Business at Illinois State University invites applications for a nine-month, tenure-track Marketing professor position at the Assistant/Associate Professor level to begin August 16, 2018. Candidates for the position should have a Ph.D. or D.B.A. degree in Marketing or closely related field by the position start date from an AACSB accredited business school. A.B.D.'s will be considered. Candidates must be able to demonstrate oral proficiency in the English language as a requirement for this position, as mandated by state law. Salary is competitive and based on qualifications and experience.

We seek candidates who are highly qualified and motivated to teach **Professional Sales/Sales Management** courses (e.g. sales forecasting, purchasing, CRM, social selling) as well as other courses to support the Department of Marketing as necessary. A successful candidate will also be expected to pursue cross-functional, integrative curriculum development and incorporate a pedagogical approach to involve students in learning through high levels of engagement. In addition, successful candidates will be expected to work collaboratively as a contributing member of a faculty team, develop a scholarly research record as evidenced by publications in high quality journals, and have a strong interest in continuing to develop the Professional Sales sequence through interaction and engagement with industry professionals.

The Department of Marketing is positioned within the College of Business, which has undergraduate and graduate programs accredited by AACSB International – The Association to Advance Collegiate Schools of Business. Illinois State University was recently ranked one of the Best Colleges by *U.S. News & World Report* and the College of Business was ranked one of the Best Undergraduate Business Schools by *Bloomberg Businessweek*. The business school is housed in the 118,000 square foot, state-of-the-art *State Farm Hall of Business*. The Department offers a traditional marketing degree as well as sequences in *Integrated Marketing Communication, Professional Sales, and Advanced Marketing Analytics* to over 800 undergraduate students and marketing courses to a full complement of Master's level students as part of the M.B.A. program. The Department includes twenty full-time faculty (18 Ph.D's/D.B.A.'s), five of whom have joined the Department within the last three years. The *Professional Sales* program is nationally recognized as a top university sales program by the *Sales Education Foundation* and is a full member of the *University Sales Center Alliance*.

The *Professional Sales* program is supported by the *Professional Sales Institute* which is underwritten by Enterprise Rent-A-Car and other corporate sponsors. The Executive Director serves as the Department liaison to industry partners and leads a variety of programs to enhance student learning, promote careers in professional sales, and generate additional funding to support the program's mission and activities. To learn more about the Professional Sales Program and the Professional Sales Institute, go to <http://business.illinoisstate.edu/psi/>.

Illinois State University is a student-centered, comprehensive institution with approximately 18,650 undergraduate students and 2,400 graduate students. The University is located in a progressive central Illinois community of over 133,000 (Bloomington has recently been recognized as one of the Top 25 Small College Towns in America) with ready access to business centers in Chicago, Indianapolis, and St. Louis.

Initial review of applications will begin immediately and continue until the position is filled. To assure full consideration, please attach an online application, a letter of application,

curriculum vita, a research statement, a teaching statement, and a list of three reference contacts to posting number 0709563 at www.IllinoisState.edu/jobs by Friday, July 28, 2017. Please direct questions to Dr. Horace Melton, (hlmelto@ilstu.edu). The search committee will be conducting initial interviews at the Summer AMA Conference.

Illinois State University is an Equal Opportunity/Affirmative Action Employer.

If you are an individual with a disability and need a reasonable accommodation under the Americans with Disabilities Act (ADA) or other state or federal law you may request an accommodation by contacting the Office of Equal Opportunity and Access at 309-438-3383.