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Assistant/Associate Professor of Marketing (Focus in Sales)

[Indiana State University](#) in Indiana

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Deadline	Open until filled
Date Posted	January 26, 2018
Type	Tenured, tenure track
Salary	Commensurate with experience

Employment Type Full-time

Indiana State University invites applications for a tenure track position in Marketing, with an emphasis in sales and/or negotiations, at the assistant/associate professor rank. The position focuses on professional selling, with secondary areas including sales force management and/or business negotiations.

The Marketing Program is in the Marketing and Operations Department of the Scott College of Business and includes a Marketing Major with two concentrations: Marketing Management and Sales Management. There are also two Minors: Marketing and Sales/Negotiations, two Certificate Programs in Insurance Sales and Medical Sales, and courses in the MBA program.

The Sales & Negotiations Center in the Scott College holds Full Member status in the University Sales Center Alliance. The center is currently under the direction of Dr. David Fleming.

Expectations include a productive research agenda resulting in quality journal publications, teaching excellence at the graduate and undergraduate levels, and service to the university, business, and/or professional communities. Community engagement and innovative experiential learning are strategic priorities at ISU and are expected by members of the faculty. Teaching evening classes or using distance-learning technology may also be expected.

Qualifications: Candidates for the positions should have an earned Ph.D. or D.B.A. with a concentration in marketing from an AACSB-accredited business program and coursework, research, or professional work experience in the area of sales. ABD with completion planned prior to August 2018 may also be considered for appointment at the assistant professor level.

Candidates should demonstrate ability to conduct a program of research leading to publication in quality journals; commitment to excellence in teaching and willingness to utilize technology to enhance curriculum delivery; high personal and academic standards; capacity for collegiality and working in a team; strong written and oral communication skills; and receptivity to innovation and change.

Employment is contingent upon proof of eligibility to work in the United States. Salary is competitive with similar institutions and commensurate with experience and qualifications.

The Marketing faculty serves approximately 1,443 business students, 226 Marketing majors, 185 Marketing minors, and MBA students taking Marketing courses.

All programs in the Scott College of Business are accredited by AACSB – International.

ISU serves approximately 13,500 undergraduate and graduate students and is located in Terre Haute, IN. Further information about Indiana State University, the Scott College of Business, and the Marketing programs can be found at

<http://www.indstate.edu/business>.

Application: Screening of applications will begin immediately and continue until the position is filled. To apply, please go to www.jobs.indstate.edu to register; provide a letter of application, curriculum vita, statement of teaching philosophy, and the names, email addresses and phone numbers of three references. Direct inquiries (not applications) to: Dr. David Fleming, Search Committee Chairperson, Marketing and Operations Department, Scott College of Business, Indiana State University, Terre Haute, IN 47809. Phone: 812-237-2286, email: david.fleming@indstate.edu

Indiana State University is an Equal Opportunity/Affirmative Action employer committed to the cultural diversity of its people and programs. Women, minorities, veterans and persons with disabilities are encouraged to apply.



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How To Apply

You can apply for this position online at <https://jobs.indstate.edu/postings/21120>