

## Assistant/Associate Professor of Marketing (Focus in Sales)

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<b>Institution:</b>	Indiana State University
<b>Location:</b>	Terre Haute, IN
<b>Category:</b>	Faculty - Business - Marketing and Sales
<b>Posted:</b>	07/06/2018
<b>Type:</b>	Full Time

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### Required Relevant Education & Experience:

Candidates for the position should have earned a Ph.D. or D.B.A. with a concentration in marketing from an AACSB-International accredited business program and coursework, research, or professional work experience in the area of expected teaching. ABD with completion planned prior to their start date may also be considered.



### About the Institution:

Established in 1865, Indiana State University is a four-year public university that integrates teaching, research, and creative activity in an engaging, challenging, and supportive learning environment to prepare productive citizens of the world. Indiana State is dedicated to teaching and the creation of knowledge while maintaining its longstanding commitment to inclusiveness.

Located in Southwest Indiana, Indiana State University is conveniently located 10 minutes from I-70 making trips to Indianapolis, St. Louis, Chicago and Cincinnati easily accessible. Indiana State University sits in the central part of downtown Terre Haute making the commute to shopping, food, housing, arts, sports and entertainment within 15 minutes to campus.

Indiana State University has been listed by both Forbes and the Princeton Review as one of the top schools in the Midwest for the 5th and 13th year, respectively. U.S. News Best Colleges rankings describe Indiana State University as pedestrian friendly and beautifully landscaped, and has been recognized by Princeton Review as one of the most environmentally responsible colleges. Indiana State University's commitment to community engagement and public service sets it apart. Students are motivated to apply both knowledge and creativity with local surrounding communities and counties.

As a medium size public university, Indiana State University is known to have one of the most diverse student populations in the State of Indiana. With approximately 12,000 undergraduate students and 2,000 graduate students, our minority student population is nearly 25%. Indiana State University continues to grow in enrollment and is committed to student development, leadership, and success.

**Long Ad Text:**

Indiana State University invites applications for two tenure track positions in Marketing, one with an emphasis in sales and/or negotiations and the other with an emphasis in consumer/buyer behavior and/or marketing strategy, at the assistant/associate professor rank. One position focuses on professional selling, with secondary areas of business negotiations, business-to-business marketing, and sales force management. The second position focuses on either consumer/buyer behavior or marketing strategy with secondary areas including promotions management, principles of marketing, etc. In-person interviews will be held at the 2018 AMA Summer Academic Conference in Boston. The position may begin January 2019 or August 2019

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 three Minors: Marketing, Sales/Negotiations, and Financial Services Selling; along with a Certificate Program in Insurance Sales and courses in the MBA program.

The Marketing and Operations Department also houses the Sales & Negotiations Center in the Scott College of Business, which holds Full Member status in the University Sales Center Alliance. The center is 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 position 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 the start date 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.

Candidates must be eligible to work in the U.S. for other than practical training. The university will not provide visa sponsorship for this position. Salary is competitive with similar institutions and commensurate with experience and qualifications.

The Marketing faculty serves approximately 1150 business students, 140 Marketing majors, 55 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: The position will remain open until filled. For full consideration, submit application materials by August 1, 2018. To apply for the Assistant/Associate Professor of Marketing (Focus in Sales) , please go to

<http://jobs.indstate.edu/postings/23137>; 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 (for the sales focus), Marketing and Operations Department, Scott College of Business, Indiana State University, Terre Haute, IN 47809. Phone: 812-237-2286, email: [david.fleming@indstate.edu](mailto:david.fleming@indstate.edu)

Indiana State University is an Equal Opportunity/Affirmative

Action employer committed to the cultural diversity of its people and programs. All are encouraged to apply including women, minorities, veterans and persons with disabilities.

## APPLICATION INFORMATION

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**Contact:** Indiana State University

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**Online App. Form:** <http://jobs.indstate.edu/postings/23137>

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Apply through Institution's Website

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