

# Assistant, Associate, or Full Professor - Marketing, Sales

## Position Details

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### Special Instructions

#### Special Instructions Summary

### Posting Details

<b>Posting Number</b>	800082
<b>Working Title</b>	Assistant, Associate, or Full Professor - Marketing, Sales
<b>Advertised Employing Department</b>	Marketing
<b>Appointment Type</b>	Faculty - Tenure-Eligible
<b>Base of Employment</b>	B - Faculty (9 Months)
<b>Full or Part Time</b>	Full-Time
<b>Pay Frequency</b>	Monthly
<b>Proposed Start Date</b>	As soon as possible

### Proposed End Date or Length of Term

<b>Number of Months Employed Per Year</b>	9
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### Summary of Duties and Responsibilities

The Marketing Department within the Debbie and Jerry Ivy College of Business at Iowa State University invites applications for a tenure-track or tenured faculty position at the rank of Assistant, Associate, or Full Professor from candidates whose primary research areas are in Sales/Strategy.

Preference will be given to candidates with strong quantitative skills.

The position will begin as soon as possible but no later than August 15, 2019. The successful candidate will conduct high impact scholarly research publishable in premier and high-quality marketing journals and will primarily teach marketing related courses at the undergraduate, Master's and/or PhD levels.

### Required Education and Experience

PhD in marketing or a closely related field;  
For consideration to Associate Professor rank, applicants must meet, in addition to the above qualifications, the university standards for appointment to the rank.  
Applicants for Professor must have, in addition to the above qualifications, a strong national and international scholarly reputation.  
Must meet the college's standards to be Scholarly Academic Qualified under AACSB Accreditation standards.

### Preferred Education and Experience

Strong quantitative skills;  
Strong research record in the marketing field focused on sales/strategy;  
Strong teaching record at the undergraduate, Master's, or PhD levels.

### Required Licensure(s)/Certification(s)

**Preferred  
Licensure(s)/Certification(s)****Department/Program &  
College Description**

The Debbie and Jerry Ivy College of Business at Iowa State University, established in 1984, conducts and shares research to educate tomorrow's business leaders so they are prepared to deal with multi-disciplinary, global, technological, ethical and diversity challenges. The college offers undergraduate, graduate and PhD programs and is accredited by The Association to Advance Collegiate Schools of Business (AACSB International). Less than five percent of business schools worldwide receive this accreditation. Additional information can be found at <http://www.business.iastate.edu>.

**About Iowa State University  
and the Ames Community**

[Iowa State University](#) is classified as a Carnegie Foundation Doctoral/Research University-Extensive, a member of the Association of American Universities (AAU), and ranked by U.S. News and World Report as one of the top public universities in the nation. More than 36,000 students are enrolled and are served by over 6,200 faculty and staff.

Iowa State University is a global and culturally diverse university committed to providing an inclusive, equitable, and diverse environment for both learning and employment. We know that diversity in experience and perspective is vital to advancing innovation, critical thinking, solving complex problems, and building an inclusive academic community. At Iowa State, we translate these values into action by seeking individuals who have experience working with diverse students, colleagues, and constituents. The university has an expectation that all employees will demonstrate a contribution to diversity and inclusion as embodied in [Iowa State University's Principles of Community](#).

Ames, Iowa is a progressive community of 60,000, located approximately 30 minutes north of Des Moines, and recently voted one of the [best college towns](#) in the nation.

Iowa State University is an equal opportunity employer committed to excellence through diversity and strongly encourages applications from all qualified applicants, including women, underrepresented populations, and veterans. ISU is responsive to the needs of dual career couples, is dedicated to work-life balance through an array of policies, and is an NSF ADVANCE institution.

All employees are expected to exhibit and convey good citizenship within the program, the department, college, university activities, collegial interactions, and maintain the highest standards of integrity and ethical behavior.

**Department Contact Name**

Dr. Sridhar Ramaswami

**Department Contact Phone****Department Contact Email**

sramaswa@iastate.edu

**Department/Unit Website**

<https://www.business.iastate.edu/>

**Location (if other than  
Ames)****Additional Information**

The guaranteed consideration date for this position is June 17, 2018, however applications may continue to be submitted until the position is filled.

**Application Instructions**

To apply for this position, please click on "Apply for this Job" and complete the Employment Application. Please be prepared to enter or attach the following:

- 1) Resume/Curriculum Vitae
- 2) Letter of Application/Cover Letter
- 3) Contact Information for Three References
- 4) Statement of Teaching/Research Interests

If you have questions regarding this application process, please email [employment@iastate.edu](mailto:employment@iastate.edu) or call 515-294-4800 or Toll Free: 1-877-477-7485.

**Guaranteed Consideration  
Date**

06/17/2018

**Pre-Employment Screening** All offers of employment, oral and written, are contingent upon the university's verification of credentials and other information required by federal and state law, ISU policies/procedures, and may include the completion of a background check and/or a consumer credit check.

**Quick Link** <http://www.iastatejobs.com/postings/32966>

**EO Statement** Iowa State University is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, age, religion, sex, sexual orientation, gender identity, genetic information, national origin, marital status, disability, or protected veteran status and will not be discriminated against. Inquiries can be directed to the Office of Equal Opportunity, 3410 Beardshear Hall, 515 Morrill Road, 515 294-7612, email [eooffice@iastate.edu](mailto:eooffice@iastate.edu).

#### Classification Information

**University Title** Assistant Professor - 1700

**Salary** Commensurate with qualifications

**Job Category** Faculty

## Supplemental Questions

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Required fields are indicated with an asterisk (\*).

1. \* Where did you first learn about this vacancy?
  - ISU Employment Opportunities Website
  - ISU Employee Website
  - Placement Office
  - Trade Journal
  - Newspaper
  - HERC Website
  - LinkedIn
  - Facebook
  - CareerBuilder
2. Please indicate which specific website, placement office, trade journal, newspaper, or other resource influenced you to apply for this position.  
(Open Ended Question)

## Applicant Documents

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#### Required Documents

1. Resume/Curriculum Vitae
2. Letter of Application/Cover Letter
3. Reference Contact Information
4. Statement of Teaching and/or Research Interests

#### Optional Documents