

Assistant, Associate, or Full Professor - Marketing, Sales

Position Details

Special Instructions

Special Instructions Summary

Posting Details

Posting Number	600259
Working Title	Assistant, Associate, or Full Professor - Marketing, Sales
Advertised Employing Department	Marketing
Appointment Type	Faculty - Tenure-Eligible
Base of Employment	B - Faculty (9 Months)
Full or Part Time	Full-Time
Pay Frequency	Monthly
Proposed Start Date	As soon as possible
Proposed End Date or Length of Term	
Number of Months Employed Per Year	9

Summary of Duties and Responsibilities

The College of Business at Iowa State University (www.business.iastate.edu) invites applications for a tenure-track or tenured faculty position in Sales. The position will begin as soon as possible but no later than January 1, 2018. The successful candidate will conduct high impact scholarly research publishable in premier and high-quality marketing journals and will primarily teach sales 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.

Preferred Education and Experience

Strong research record in the marketing field focused on sales.
Strong teaching experience at the undergraduate, Master's, and/or PhD levels.

Required Licensure(s)/Certification(s)

Preferred Licensure(s)/Certification(s)

Department/Program & College Description

The 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. Over 36,000 students are enrolled and served by over 6,200 faculty and staff (see www.iastate.edu). Ames, Iowa is a progressive community of 60,000, located approximately 30 minutes north of Des Moines, and recently voted the best college town in the nation (see www.visitames.com <<http://www.visitames.com>>).

Iowa State University is an equal opportunity employer committed to excellence through diversity and strongly encourages applications from all qualified applicants, including women, underrepresented minorities, 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 faculty members are expected to exhibit and convey good citizenship within the program, the department, college, and university activities and collegial interactions, and maintain the highest standards of integrity and ethical behavior.

Department Contact Name Dr. Josa Rosa

Department Contact Phone

Department Contact Email jarosa@iastate.edu

Department/Unit Website

Location (if other than Ames)

Additional Information The guaranteed consideration date for this position is February 5, 2017, however applications may continue to be submitted until the position is filled.

Application Instructions To apply for this position, please click on "Apply to 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 or call 515-294-4800 or Toll Free: 1-877-477-7485.

Guaranteed Consideration Date 02/05/2017

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.

Quick Link <http://www.iastatejobs.com/postings/23597>

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.

Classification Information

University Title	Assistant Professor - 1700
Salary	Commensurate with qualifications
Job Category	Faculty

Supplemental Questions

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

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