

## Teaching Professor (Marketing)

<b>Institution:</b>	Kansas State University
<b>Location:</b>	Manhattan, KS
<b>Category:</b>	Faculty - Business - Marketing and Sales
<b>Posted:</b>	03/02/2020
<b>Type:</b>	Full-Time

**Job no:** 508964

### About This Role:

This person will serve as the gateway instructor to our sales program, teaching multiple sections of our introductory sales course. As such, we seek a candidate with an ability to cultivate student interest in pursuing a sales education while still providing a challenging academic environment.

- The position focuses solely on teaching the Fundamentals of Professional Selling course. The candidate should demonstrate a strong, consistent interest and passion in teaching multiple sections (3) of fundamentals of professional selling per semester throughout the academic year.
- The candidate should demonstrate a strong interest if not a passion for teaching sales classes and working with sales students.
- The candidate should be able to communicate how their prior teaching experience and background are applicable to a sales curriculum.
- The candidate is expected to demonstrate excellent teaching performance provided through documented teaching evaluations.
- The individual should demonstrate an ability to be detail-oriented and proactive in terms of curriculum planning, student engagement and communication, returning assignments, feedback and grading, and planning/scheduling for industry partner-student interactions throughout the semester.
- The department and NSSI believe in a team-focused approach. Hence, the ability to demonstrate collegiality and collaboration is important. In addition, a willingness to be actively involved in student activities and center activities associated with the sales program is necessary.
- Research expectations will be consistent with a clinical faculty position. The candidate

should be willing and able to conduct research in the areas of sales and sales education.

### **Why Join Us:**

The mission of the Kansas State University National Strategic Selling Institute (NSSI) is to create opportunities for both students and companies through academics, extracurricular activities, and outreach. In these three areas, we work to create a bridge between the students and companies, so that companies have the opportunity to hire outstanding talent and our students are placed in great jobs.

This position is benefits eligible: health insurance, life insurance, retirement plans, tuition assistance program, paid time off- vacation, sick and holidays.

To learn more visit: <https://k-state.edu/hcs/benefits>

### **We Support Diversity and Inclusion:**

Kansas State University embraces diversity and promotes inclusion. The University actively seeks individuals who foster a collegial environment and cooperative interactions with coworkers, students, and others. The University is dedicated to promoting the **Principles of Community**.

### **What You'll Need to Succeed:**

#### **Minimum Requirements:**

- Master of Business Administration (MBA)
- Excellent interpersonal and communication skills are required

#### **Preferred Qualifications:**

- Ph.D. or D.B.A. preferred
- Prior professional experience in sales and/or sales management is preferred
- Candidates with proven achievements in Professional Sales, including work experience in Sales, are preferred and encouraged to apply

#### **Other Requirements:**

- *Applicants must be currently authorized to work in the United States at the time of employment*

### **How to Apply:**

Please submit the following documents:

1. Letter of Interest
2. Curriculum Vitae

### **Review of Applications Begins:**

Screening begins immediately and will continue until filled.

**Equal Employment Opportunity:**

Kansas State University is an Equal Opportunity Employer of individuals with disabilities and protected veterans and actively seeks diversity among its employees.

**Background Screening Statement :**

In connection with your application for employment, Kansas State University will procure a Background Screen on you as part of the process of considering your candidacy as an employee.

**APPLICATION INFORMATION**

---

<b>Contact:</b>	Kansas State University
<b>Online App. Form:</b>	<a href="http://careers.k-state.edu/cw/en-us/job/508964?&amp;IAppl...">http://careers.k-state.edu/cw/en-us/job/508964?&amp;IAppl...</a>

---

Apply through Institution's Website

© Copyright 2020 Internet Employment Linkage, Inc.

---

This site uses cookies to make finding jobs, helping your career, and hiring employees as easy as possible. By using HigherEdJobs, you accept our privacy policy and how we use cookies.

CLOSE