

ASSISTANT, ASSOCIATE OR PROFESSOR OF MARKETING

The W. A. Franke College of Business (FCB) at Northern Arizona University (NAU) in Flagstaff, Arizona invites tenure-track applications for one associate/full professor of marketing to begin August 2020. Position rank is open, commensurate with qualifications and experience.

DESCRIPTION

Primary teaching responsibilities include teaching in one or more of the following areas: professional selling, sales management, sales technology, digital and social medial marketing, and marketing analytics. Research responsibilities include maintaining an active research agenda with a focus on publication in high-quality, refereed journals. In addition, the successful candidate will be expected to work with other faculty to create and implement innovative curricula and learning approaches.

MINIMUM QUALIFICATIONS:

For Assistant Professor Position:

- Doctorate from an AACSB, EQUIS, or ABET accredited institution in marketing or closely related field. ABDs will be considered but will be appointed at the rank of instructor until degree is completed. The doctorate must be completed within one year of the hire date.
- Experience teaching at least two undergraduate courses in one or more of the subjects listed above as shown by provision of student evaluations.
- Meet scholarly academic qualification requirements in accordance with FCB and AACSB guidelines (<https://www.aacsb.edu/accreditation/standards/business>);

For Associate Professor/Professor Positions:

- To be considered for appointment at the associate level or above applicants must demonstrate success in teaching and research publication consistent with NAU faculty appointment criteria.
- Five years full-time teaching experience (ten years for Full Professor positions) in relevant coursework as shown by provision of teaching evaluations.
- Meet scholarly academic qualification requirements in accordance with FCB and AACSB guidelines (<https://www.aacsb.edu/accreditation/standards/business>);

PREFERRED QUALIFICATIONS:

- An established record of publishing in high-quality, nationally recognized refereed journals.
- A research agenda with potential to publish in high-quality, nationally recognized, refereed academic journals.
- Evidence of successful and significant teaching experience in professional selling, sales management, sales technology, digital and social medial marketing, and/or marketing analytics at both the undergraduate and graduate level as shown by course evaluations.
- Desire to work with other faculty to create and implement innovative curricula and learning approaches including adapting classes for online course delivery.
- Prior industry work experience and/or international experience.
- Prior experience working in a University sales center or sales program and/or coaching students for sales competitions a plus.
- Evidence of, or potential for, excellence in working with diverse constituencies

SALARY:

Commensurate with experience and qualifications.

BACKGROUND

Northern Arizona University has a student population of 31,073 including approximately 23,000 on its main campus in Flagstaff and the remainder at more than 20 locations statewide and online. Committed to a diverse and civil working and learning environment, NAU has earned a solid reputation as a university with all the features of a large institution but with a personal touch, with a faculty and staff dedicated to each student's success. All faculty members are expected to promote student learning and help students achieve academic outcomes. While our emphasis is undergraduate education, we offer a wide range of graduate programs and research. Our institution has carefully integrated on-campus education with distance learning, forming seamless avenues for students to earn degrees.

A non-Ph.D. granting college, the FCB is a leading AACSB-accredited provider of business education. The FCB educational experience is characterized by high levels of faculty-student interaction. The college offers undergraduate and graduate education, and has enrollments of approximately 3,600 students. The FCB is known for preparing outstanding, motivated professionals who are often first generation college students

Flagstaff has a population of about 70,000, rich in cultural diversity. Located at the base of the majestic San Francisco Peaks, Flagstaff is 140 miles north of Phoenix at intersection of Interstate 17 and Interstate 40. The university is committed to a diverse and civil working and learning environment. For information about diversity, access and equity at NAU, see nau.edu/Center-for-University-Access-and-Inclusion/.

APPLICATION DEADLINE:

Position will be open until filled or closed. The committee will begin reviewing the applications March 9, 2020

APPLICATION PROCEDURE:

To apply for this position, please click on the "Apply" button at the end of the job description if viewing this position through the NAU HR website. Otherwise, to view the original post and to apply, proceed to <https://in.nau.edu/human-resources/current-job-openings/>. Follow the 'Faculty and Administrator Openings' link, locate vacancy 604845 and then "Apply" at the bottom of the page.

Application must include: (1) a cover letter addressing the job description and preferred qualifications, (2) a current vita, (3) recent teaching evaluations (if applicable) and (4) contact information of at least three professional references including mailing and email addresses and phone numbers. Save all items as PDF and/or Word documents.(3)

If you need assistance completing your application there are instructions available on the [HR website](#) or in person in the Human Resources Department located in Building 91 on the NAU Campus - on the corner of Beaver and DuPont Streets.

If you are an individual with a disability and need reasonable accommodation to participate in the hiring process please contact the Office of Equity and Access at: 928-523-3312/TDD - 928-523-1006 or PO Box 4083, Flagstaff AZ 86011.

Any questions about the position should be addressed to Kay Pinto, Building Manager of The W. A. Franke College of Business, 928-523-7343, kay.pinto@nau.edu.

Northern Arizona University is a committed Equal Opportunity/Affirmative Action Institution. Women, minorities, veterans and individuals with disabilities are encouraged to apply. NAU is responsive to the needs of dual career couples. Form A-1 Revised 2/05