

**Posted On: Position Type:** Faculty

**College/Division:** College of Business

**Department:** Department of Marketing

**Contact: Mark D. Groza**, Search Committee Chair, [mgroza@niu.edu](mailto:mgroza@niu.edu)

### **Assistant Professor of Marketing (Business-to-Business Selling, Sales Analytics, and Sales Technology)**

The Department of Marketing at Northern Illinois University invites applications for a tenure-track position **subject to funding** at the Assistant or advanced Assistant Professor level beginning August, 2019. The ideal candidate will have a Ph.D. or D.B.A. from an AACSB accredited institution in marketing, or related discipline. A.B.D. candidates are expected to complete all requirements within one year of appointment. College-level teaching experience, publication evidence, relevant business experience, and interacting with a diverse student population are desired. Primary teaching responsibilities will include teaching Business-to-Business Selling, Sales Analytics, Principles of Selling, and/or Sales Technology at the undergraduate and graduate levels.

The College of Business at NIU is AACSB accredited at both the undergraduate and graduate levels. The Department of Marketing has 9 full-time faculty members and offers a diverse and collegial work environment in a state-of-the-art facility. The main campus of the University is located 60 miles west of Downtown Chicago in DeKalb, IL. The Department and Professional Sales Program maintain extensive ties with the Chicago business community and offer ample opportunities for personal and professional growth. This extensive corporate involvement allows the Department to provide generous support for research including resources for travel, data collection and research grants.

Tenure track faculty in the College of Business have an annual teaching load of 15 credit hours (3/2 load) and receive a course release their first two years at the institution (2/2 load first two years). Additionally, new faculty typically receive a research grant in the summers following their first and second year at the institution. Salary is AACSB competitive.

Interested persons must submit their application materials online through the NIU Human Resource site at <https://employment.niu.edu/postings/36688>. Applicants can address any question to Dr. Mark D. Groza, Search Committee Chair, Department of Marketing at [mgroza@niu.edu](mailto:mgroza@niu.edu). Review of applicants will begin immediately and continue until the position is filled. First preference will be given to candidates who apply by August 30, 2019. Faculty representatives will conduct preliminary interviews via videoconference / telephones virtually in the weeks following the 2018 AMA Summer Educator's conference in Boston, MA. The position is provisionally open at this time and is subject to funding.

*In compliance with the Illinois Campus Security Act, before an offer of employment is made, the university will conduct a pre-employment background investigation, which includes a criminal background check.*

*We seek faculty who embrace NIU's mission of providing opportunity to a diverse student body by providing them with access to high quality education and hands-on involvement in research and community engagement. In accordance with applicable statutes and regulations, NIU is an equal opportunity employer and does not discriminate on the basis of race, color, national origin, ancestry, sex, religion, age, physical and mental disability, marital status, veteran status, sexual orientation, gender identity, gender expression, political affiliation, or any other factor unrelated to professional qualifications, and will comply with all applicable federal and state statutes, regulations and orders pertaining to nondiscrimination, equal opportunity and affirmative action. NIU recognizes Dual Career issues.*

*In compliance with federal law, all persons hired will be required to verify identity and eligibility to work in the United States and to complete the required employment eligibility verification document form upon hire.*