

[Career Center Home](#) > [Search Jobs](#) > [Marketing - Advanced Assistant/Associate Professor](#) > [Print Job](#)

 [Print](#)



Old Dominion University

Marketing - Advanced Assistant/Associate Professor

Description

Tenure-track position to begin in Fall 2019. Responsibilities include: research that results in high quality scholarly publications; teaching sales, sales management and negotiations-related undergraduate, MBA, and Ph.D. level courses (with occasional distance education and online classes); setting up and directing the new Thurmond Negotiations Lab, which will be devoted to the empowerment of women through training in sales and negotiation skills; and additional services to the university and profession as necessary. The anticipated teaching load will be 2/1 courses per academic year, contingent on satisfactory performance in directing the Thurmond Negotiations Lab.

Old Dominion University is located in the Norfolk - Virginia Beach metropolitan area (in the greater Hampton Roads), with a population of about 1.5 million. The area is rich in recreational and cultural activities. Washington, DC is only three hours away, and Norfolk has one of the best natural harbors on the East Coast and is located on the beautiful Chesapeake Bay. Old Dominion University is an internationally-oriented, state-supported institution of almost 25,000 diverse students. The Strome College of Business offers AACSB-accredited undergraduate, MBA, and Ph.D. degrees (including a Ph.D. degree in Marketing). The Department of Marketing consists of a collegial group of faculty who are

Job Information

Location:

Norfolk, Virginia, 23529, United States

Job ID:

41592184

Posted:

June 6, 2018

Position Title:

Marketing - Advanced Assistant/Associate Professor

School Name:

Old Dominion University

Specialties:

Sales Management

Do you plan on interviewing at the Summer AMA

championing exciting initiatives to increase research impact and engagement with the business community.

Interested candidates should submit a letter of application, curriculum vitae, statements of teaching and research interests, a published article, unofficial graduate transcripts, and the names and contact information for three professional references at <https://jobs.odu.edu/> no later than July 1, 2018. Review of applications will begin immediately. Inquiries about the position should be directed to the Search Committee Co-Chairs: Dr. Mahesh Gopinath (757-683-6457; MGopinat@odu.edu) and Dr. Aaron Arndt (757-683-4986 Aarndt@odu.edu)

Old Dominion University is an equal opportunity, affirmative action institution. Minorities, women, veterans, and individuals with disabilities are strongly encouraged to apply.

Requirements

Must be engaged in research in sales or negotiations in marketing or sales contexts, and willing to examine questions regarding empowerment of women through stronger communication. Previous experience collaborating with businesses is desirable. Required qualifications include: Ph.D. or D.B.A. in marketing from an AACSB accredited institution, minimum 5 years' post-PhD experience as a faculty, demonstrated ability to conduct high-quality scholarly research, and evidence of teaching excellence.

Conference?:

Yes

Position Start Date:

Fall 2019

Job Duration:

Indefinite

About Old Dominion University

Old Dominion University, located in the City of Norfolk in the metropolitan Hampton Roads region of coastal Virginia, is a state-assisted, Carnegie doctoral/research-extensive institution that serves its students and enriches the Commonwealth of Virginia, the nation, and the world through rigorous academic programs, strategic partnerships, and active civic engagement. Its over 24,000 students, including almost 5,000 graduate students, form a diverse and multicultural community in 6 academic colleges. Through a collaborative and innovative approach to education and research, the University focuses on student learning and addresses critical needs in the professions. ODU's programs are offered on the main campus, at higher education centers in the region, and at numerous distance learning sites.

Jobs You May Like

Assistant Professor,
Department of
Marketing

**Virginia
Commonwealth...**
Richmond, VA,
United States

Assistant Professor
of Marketing

**Jones Graduate
School of...**
Houston, TX, United
States

Assistant/Associate/Full
Professor

**SKK Graduate
School of...**
NA, South Korea

Several full-time,
tenured faculty
positions

**Waikato
Management
School**
Hamilton or
Tauranga, New
Zealand

