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Marketing - Advanced Assistant/Associate Professor

[Old Dominion University](#) in Virginia

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Deadline	April 30, 2018
Date Posted	March 26, 2018
Type	Tenured, tenure track
Salary	Commensurate with experience

Employment Type Part-time

Tenure-track position to begin in Fall 2018 or 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. Must be engaged in research in sales or negotiations in marketing or sales contexts, and willing to address 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,

onstrated ability to conduct high-quality scholarly research, and evidence of
ing excellence.

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 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 April 30, 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.



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How To Apply

You can apply for this position online at <https://jobs.odu.edu/>