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Assistant/Associate Professor of Selling and Sales Management, Tenure Track

[Purdue University, Department of Consumer Science](#) in Indiana

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Deadline Open until filled

Date Posted November 21, 2017

Type Tenured, tenure track

Salary Commensurate with experience

Employment Type Full-time

POSITION ANNOUNCEMENT

ASSISTANT/ASSOCIATE PROFESSOR Selling/Sales Management

EC Posting #003814-2017

Department of CONSUMER SCIENCE

The Department of Consumer Science is seeking a tenure track assistant professor or tenured associate professor of selling and sales management to teach and do research in this growing area. The selling program has been one of the largest and strongest programs in the US. We take pride in providing an innovative, enriching educational experience. Our faculty engage in a wide variety of professional development and scholarly activities. We are interested in high impact research and teaching and we are dedicated to student and faculty success.

QUALIFICATIONS: Applicants should have a Ph.D. (ABD may apply) in psychology, marketing, consumer behavior, sociology, retail management, or a related discipline. A strong publication record and previous teaching experience is highly desirable.

RESPONSIBILITIES: The successful candidate will be expected to establish strong research programs with the potential for external funding, teach undergraduate and graduate courses, supervise graduate students, and engage in department, college, and university service activities.

SALARY: Commensurate with experience and qualifications.

APPLICATION INSTRUCTIONS: Application materials and any questions about the position should be sent to Jason K. Clark (chair of the search committee) at jkclark@purdue.edu. To apply, please email the following materials: a curriculum vita, a cover letter, separate statements for research and teaching, no more than 3 representative publications/papers, and a document that includes contact information for 3 references. **The review of applications will begin on January 2nd, 2018 and will continue until the position is filled.**

THE DEPARTMENT <http://www.hhs.purdue.edu/CSR>

Consumer Science is an interdisciplinary department with 20 faculty and professionals in various capacities engaged in learning, discovery, and engagement. The department offers B.S., M.S. and Ph.D. degrees. Enrollment is approximately 600 undergraduate students enrolled in selling and sales management, retail management, apparel design and technology, and financial counseling and planning. There are 25 graduate students enrolled in family and consumer economics and consumer behavior. Engagement efforts are consistent with Purdue's land grant mission of educating businesses and individuals to improve their well being. Additionally, a Center for Professional Selling trains and showcases students who seek a professional career in sales. A Center for Consumer Excellence

develops industry training and supports research in areas defined by consumer driven quality.

THE COLLEGE <http://www.hhs.purdue.edu>

The College of Health and Human Sciences at Purdue University launched on July 1, 2010. The realignment of nine academic units into a new college is guided by strategic plan for [“Informing Behavioral Choices...Improving Human Health...Enhancing the Quality of Life”](#) which strives to elevate Purdue's reputation in the health and human sciences. The plan focuses on positioning the university to meet the challenges facing humanity, growing and creating opportunities for Indiana and the global economy, and enhancing student learning for success in a changing world.

The college is the second largest at Purdue with nearly 5,000 undergraduates, over 500 graduate students, and 200 faculty.

THE UNIVERSITY <http://www.purdue.edu>

Purdue University rates among the 25 largest colleges and universities in the nation. During its 133 years, the Land Grant University has grown from 39 students to more than 69,500 on 5 campuses and 9 statewide technology sites. Over 39,000 students are enrolled at the West Lafayette campus. The campus is located on 1,565 acres and includes several libraries, a 6,000-seat music hall, excellent conference facilities, Big 10 intercollegiate athletic facilities, a recreational sports center, two 18-hole golf courses, an aquatic center and an airport. Discovery Park at Purdue University encompasses 10 interdisciplinary research centers. [Purdue Moves](#) outlines the goals and objectives we have as a University.

Diversity and opportunity are important goals. Students represent all 50 states and many foreign countries. Among Purdue's 392,100 alumni are Nobel Prize winners, astronauts, U.S. Secretaries of Agriculture, literary figures, journalists, and college

and corporation presidents. We seek to increase the number of underrepresented populations in both the student body and faculty.

THE COMMUNITY <http://www.homeofpurdue.com/>

Purdue University is located in a rapidly growing metropolitan center in northwestern Indiana. Greater Lafayette is situated on the Wabash River 65 miles northwest of Indianapolis and 126 miles southeast of Chicago. The population of the Greater Lafayette area exceeds 150,000. The community offers cultural and sports programs, recreation facilities, and 1,600 acres of public parks.

Purdue University's Department of Consumer Science is committed to advancing diversity in all areas of faculty effort, including scholarship, instruction, and engagement. Candidates should address at least one of these areas in their cover letter, indicating their past experiences, current interests or activities, and/or future goals to promote a climate that values diversity and inclusion.

Purdue University is an EOE/AA employer. All individuals, including minorities, women, individuals with disabilities, and veterans are encouraged to apply.



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Purdue University-School of Engineering Technology

- **Visiting Assistant Professor or Continuing - IET/Manufacturing**

Purdue University-School of Engineering Technology

- **Visiting Assistant Professor or Continuing - MET/Robotics**

Purdue University-School of Engineering Technology

- **Visiting Assistant Professor or Continuing Lecturer - Thermodynamics/Materials/MET**

Purdue University-School of Engineering Technology

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