

Assistant Professor of Marketing, Centurion Sales Program

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Deadline Open until filled

Date Posted October 30, 2018

Type Tenured, tenure track

Salary Competitive

Employment Type Full-time

STETSON UNIVERSITY

School of Business Administration

Position: Assistant Professor of Marketing, Centurion Sales Program

Stetson University's School of Business Administration seeks applicants and nominations for a full-time, 9-month tenure-track faculty appointment in marketing at the rank of Assistant Professor. The individual will be located at Stetson's DeLand, Florida, campus but teaching responsibilities may include teaching at other campuses within the Stetson system, as well as teaching courses online or in a hybrid format.

The Stetson School of Business is an entrepreneurially minded School dedicated to delivering an innovative and comprehensive business curriculum and experience to our students. Applicants interested in developing distinctive courses and programs that leverage interdisciplinary collaborations and experiential learning within the

School and across the institution, and candidates with an interest in conducting professional and corporate education training and workshops are preferred.

Qualifications:

The University seeks candidates who have excellent interpersonal and communication skills, and the ability to work with multiple constituencies of diverse backgrounds.

Evidence of academic preparation & scholarship activity sufficient to be qualified as Scholarly Academic or Scholarly Practitioner under the AACSB guidelines is preferred. Prior professional experience in sales, sales management, executive sales leadership, and marketing are preferred.

For a tenure-track position, a PhD or DBA or other doctoral degree in marketing or a related area from an AACSB accredited institution is required by August, 2019. Experienced Assistant Professor candidates are expected to have demonstrated excellent teaching performance and have an active research stream with a record of publishing in academic journals. Entry-level Assistant Professor candidates are expected to demonstrate potential for effective teaching, preferably with teaching experience in sales, sales management and marketing, and scholarly activity that leads to publication in peer-reviewed journals.

Responsibilities:

Stetson University tenure-track faculty typically teach three (3) unit courses each semester. Teaching responsibilities will depend on the candidate's disciplinary expertise and may include offerings for the University's requirements in General Education. Additional responsibilities include: undergraduate advising; student recruitment; engaging with university, school, and departmental committees and meetings; and building partnerships with both Florida-based and national practitioners and potential employers. Potential exists for teaching at the graduate level. Engagement in multidisciplinary collaborations with other faculty is anticipated.

All candidates should demonstrate a passion for the highest quality teaching and must maintain appropriate academic/professional qualifications consistent with AACSB and Stetson's School of Business Administration standards. For more information on our expectations in teaching and scholarship, our tenure policies, and our support for faculty development, please see the Office of the Provost and Academic Affairs website:

<http://www.stetson.edu/administration/provost/prospective-faculty/index.php>

The Department: Marketing, Centurion Sales Program

The **Centurion Sales Program** (<https://www.stetson.edu/business/sales/>) is uniquely structured to bridge the gap between academia and practical application. The program offers multiple opportunities for professional development, including the sales process, sales culture, practical application and sales coaching.

The **Department of Marketing** (<https://www.stetson.edu/business/marketing/>) has a strategic and analytics focus, with research and data analysis being prominent in all three majors. A wide range of Marketing, Professional Sales and Sport Business courses are offered, including courses in sponsorships, marketing research, analytics, digital media, social marketing, supply chains, and sales management.

The School of Business Administration:

Stetson's School of Business Administration (www.stetson.edu/business) is one of less than 190 elite business schools that has both business and accounting programs accredited by AACSB International. The School's programs are based at three of the University's four locations:

- The DeLand campus hosts all undergraduate programs in the Lynn Business Center, a state-of-the-art classroom and computer lab facility. The DeLand campus is also home to all accounting graduate programs.
- The Stetson University Center at Celebration, located in Celebration, FL, a planned community near Disney World, offers the Executive MBA program.

- The Gulfport campus, home of the College of Law, hosts all components of the JD/MBA program.

The School of Business Administration is well-known for its academically rigorous learning environment. In small classes and beyond, faculty mentors help students achieve their academic and professional goals. All members of the University community share a commitment to social and ethical responsibility, leadership development, and lifelong learning. The School offers a bachelor of business administration, a master of accountancy, a master of business administration, and an executive master of business administration, as well as several distinctive programs including the Joseph C. Prince Program in Entrepreneurship, the Roland and Sarah George Investments Institute, the Family Enterprise program, the Centurion Sales Program, and the summer Study Abroad Program in Innsbruck, Austria. The School sponsors chapters of both Beta Alpha Psi and Beta Gamma Sigma.

The University:

Founded in 1883, Stetson University (www.stetson.edu) is a private, selective university comprised of a rich array of liberal arts and professional academic programs. Collectively, Stetson's faculty works with nearly 4,000 students in undergraduate, graduate, and professional programs. The University's historic main campus, located in DeLand, enrolls more than 3,000 students in undergraduate programs in the College of Arts & Sciences, the School of Business Administration, and the School of Music. Stetson University College of Law, Florida's first law school, moved from the main campus to Gulfport in 1954, and, with the addition of the Tampa Law Center, serves approximately 1,000 students working full-time or part-time toward J.D. or LL.M. degrees. Graduate programs offered at the main campus and at Stetson University Center in Celebration include Business, Accounting, Elementary Education – Education for Social Justice, Educational Leadership, Counseling, and Creative Writing. Florida's oldest private institution of higher learning, Stetson has regularly been ranked among the best regional universities in the Southeast and was the first private college in Florida to be granted a chapter of Phi Beta Kappa.

Stetson University provides an inspiring education that engages students with rigorous academic and creative study grounded in liberal learning and promotes civic values of personal and social responsibility. Working closely with faculty and with one another, students cultivate abilities to explore issues deeply, think critically, reason empirically, speak persuasively, and connect ideas creatively. Firmly committed to inclusive excellence, our vibrant community of teacher-scholars nurtures the potential of individual students to lead lives of significance and prepares each to meet the challenges of shaping the future—locally, nationally, and globally.

The Community:

DeLand is a picturesque residential community of 32,000 located 20 miles west of Daytona Beach and 35 miles northeast of Orlando. The area offers extensive cultural as well as recreational activities.

Salary: Salary is competitive.

Starting Date: August 2019, or as negotiated.

Application:

Applicants must send the following materials for consideration:

- Letter of application addressing teaching and scholarly achievements.
- Detailed Curriculum Vitae
- Three letters of reference, at least two of which include an evaluation of teaching ability.
- Graduate transcripts—photocopies are only acceptable for screening purposes.
- Copies of publications or other relevant documents.

Candidates are encouraged to highlight skills and experiences that demonstrate a commitment to diversity and inclusion.

Application materials may be submitted electronically to marketingprof@stetson.edu. While electronic submissions are preferred,

alternatively application materials may be mailed to:

Dr. John F. Riggs, Search Committee Chair
School of Business Administration
Stetson University
421 N. Woodland Blvd. Unit 8398
DeLand, FL 32723

All correspondence will be held in strictest confidence. The Search Committee will immediately begin reviewing applications, and finalists will be invited for campus interviews in the Fall 2018 and/or Spring 2019 term. The Search Committee will review applications until the position is filled.

Stetson University is an Equal Opportunity Employer that affirms cultural diversity and inclusion as a core value of academic excellence at Stetson University. We are committed to achieving equal access in education, employment, and participation through the recruitment and retention of outstanding faculty, staff, and students from diverse backgrounds, and to meaningful academic and intellectual transformation in curriculum, research and service. We are dedicated to actions and policies that foster a community in which individuals with various identities, cultures, backgrounds, and viewpoints work together to create opportunities for engagement through rewarding and fulfilling careers and personal experiences in a culturally and racially diverse society and a globalized world. We strongly encourage members of historically under-represented and economically-disadvantaged groups and women to apply for employment. Stetson University is an EEO, ADA, ADEA, and GINA employ



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- **ASSISTANT PROFESSOR OF EDUCATION (EDUCATIONAL LEADERSHIP)**

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How To Apply

Please refer to the job description for information on how to apply.