



Assistant Professor, Sales & Marketing

Institution:	Stevenson University
Location:	Stevenson, MD
Category:	Faculty - Business - Marketing and Sales
Posted:	09/29/2017
Application Due:	11/03/2017
Type:	Full Time

Assistant Professor, Sales & Marketing

Stevenson University



Summary:

Full-time faculty member to lead a new degree in Sales Management and Leadership and teach a variety of professional sales and sales management courses, all at the undergraduate level in the Brown School of Business & Leadership (BSOBL). Teaching responsibilities include 24 credit hours per academic year (usually 12 credit hours per semester). Other responsibilities include, but are not limited to, scholarship and service activities in accordance with the University's Faculty Workload and Promotion/Sabbatical Guidelines, curriculum development to support degree, student advising, assessment, committee service, and participating in the life of the university.

Department: School of Business & Leadership: Business Administration

Education/Experience:

Doctoral degree in Marketing, Sales, or related field plus two years of university teaching experience. Experience with course and curriculum development preferred. ABD candidates may be considered with evaluation contingent upon completion of all requirements by the start date of employment.

Knowledge/Skills/Ability:

Demonstrated teaching ability in the areas of sales and marketing, sales management, selling strategies, sales analysis and forecasting, and sales leadership. Industry knowledge of professional selling to incorporate a pedagogical approach to student

learning through high levels of experiential learning and student engagement. Successful demonstrated working knowledge of or course development in the field. Knowledge of appropriate curriculum strategies and proficiency to develop the major and to make degree modifications and course changes as needed. Working knowledge of active learning as a means to develop the major program and to more fully expand a students problem-solving and critical thinking skills. Experience working with Blackboard or a similar course delivery platform. Proficient in Microsoft Office applications to support instruction. Demonstrated capability to develop and maintain a professional network in support of internship opportunities. Commitment to advising, mentoring and guiding students Ability to work with students of diverse backgrounds Familiar with metrics and academic assessment. Student-centered approach to teaching, and a commitment to student achievement. Commitment to excellence in teaching, service, and the application of technology in the classroom, and in daily activities. Ability to work effectively with peers in the department, in the other departments of BSOBL, and in Career Services for advising, mentoring, and placement of majors in Sales Management and Leadership upon graduation. Ability to read, listen, and communicate information and ideas through spoken and written language. Ability to use various means of communication (e.g. telephone, computer, other electronic devices) to work with students, peers, and outside contacts. Ability to travel between campuses. Ability to work evenings and weekends as needed. Valid drivers license with good driving record; must be insurable.

Physical Requirements:

Light work: Exerting up to 20 pounds of force occasionally and/or a negligible amount of force constantly to move objects. Sitting, standing, walking, talking, hearing, keyboarding, and repetitive motions. Close visual acuity. Position requires sitting and standing for extended periods of time and the ability to speak clearly and effectively for an extended period of time.

Essential Functions:

Teach 24 credits per academic year as assigned. Teaching responsibilities include time spent in the classroom, laboratory, or telecommunications courses and in immediate preparation for them; maintaining and improving competence in subjects being taught; preparing teaching materials; conferring with students on course materials; directing individual and group studies; reviewing written examinations and papers; evaluating presentations; and supervising independent study projects. Professional peer review is an essential feature of effective teaching. Serve as lead for the Sales Management and Leadership Program through program and course development; internship oversight; liaison with professional sales organizations and people in the field to support programs mission and activities. Conduct student advising activities including time spent providing students with support, resources, and/or recommendations regarding personal, academic, curricular, career and/or graduate school matters. Inform students of time and location of office hours, which are to be scheduled no less than three hours per week. Department service includes attending departmental meetings; participating in Open Houses and recruiting efforts; attending and participating in planning and coordination of departmental events; establishing industry relationships to generate internship and full-time placement opportunities after graduation. University service includes, but is not limited to, service on the Faculty Council, school and departmental committees. Attend all University Faculty, Faculty/Staff meetings and relevant academic Department/School meetings. Professional

service implies the use of academic and professional expertise to serve your profession, the community, and the University. Scholarship includes developing and maintaining intellectual pursuits, including research that enhances teaching; presenting at discipline-related professional conferences; attending professional development conferences, workshops, and meetings. Administrative responsibilities include writing syllabi, reading and responding to emails, grading course work, submitting mid-term and final grades, and alerting appropriate university personnel to student problems on a timely basis. Collegiality, as well as professional and ethical conduct, enhances teaching, learning and the general reputation of all persons in the academy. Therefore, all faculty members are expected to serve in a collegial fashion and in accordance with professional and ethical principles when dealing with other faculty members, students, administrators, and members of the public. Follow all faculty and program policies outlined by the School and the University. Every faculty member is guaranteed academic freedom in accordance with the statement on academic freedom and responsibilities of faculty members, as in the policy manuals. Teaching assignments may require teaching day or evening classes as needed. Cooperative extension includes identifying current needs, adapting professional practice and/or research into contemporary language, presenting information and education to various constituents, providing leadership in identifying and presenting cutting-edge technology in their discipline, developing interdisciplinary approaches to problem solving, and collaborating with faculty to stay current in the field.

Reports To: Chair, Business Administration

Work Location: Owings Mills (10)

Position Category: Faculty

Position Type: Full-time Faculty (9months, 500500)

Months/Year: 9 months

Hrs/Week: 40

FLSA: Exempt

Close Date: 11/3/2017

Open Until Filled: No

To be considered for this position please visit our web site and apply on line at the following link: stevenson.peopleadmin.com

EOE/AA Employer of Minorities/Females/Veterans/Disability

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APPLICATION INFORMATION

Contact: Stevenson University

Online App. Form: <http://apptrkr.com/1094704>

Apply through Institution's Website

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