



7/11/2018  
**Assistant/Associate Professor, Marketing - Daniels College of Business**

**Tracking Code**  
004856

**Job Description**

The Daniels College of Business at the University of Denver (DU) invites applications for the position at the Assistant or Associate rank in the Department of Marketing, starting September 1, 2019, pending the availability of funding. Applicants should have a PhD degree from an accredited institution or expect to receive their degree no later than March 31 of the first year with Daniels. Candidate will hold the title of instructor until completion of the doctoral degree.

Marketing is an academic unit of the Daniels College of Business. The University of Denver, a private university, is the oldest independent university in the Rocky Mountain region, with approximately 11,800 students in undergraduate and graduate programs. DU is classified as a Doctoral/Research University with high research activity. Times Higher Education and U.S. News have ranked DU among the nation's top 100 universities. The Daniels College is the eighth oldest collegiate business program in the U.S. and has held AACSB accreditation since 1923. The College offers both undergraduate, master's degree, and executive PhD programs. Current enrollment in Daniels includes more than 1,800 undergraduate and 1,000 graduate students. Class sizes in marketing typically range from 15 to 35.

The Department of Marketing at Daniels College of Business brings together traditional and innovative marketing approaches within the framework of marketing expertise, experiential learning, local connections, and global action. Building on this legacy of innovation, the Department of Marketing offers rigorous academic instruction with market relevance. The Department currently has eleven full-time tenure track faculty members and six non tenure track faculty (<http://daniels.du.edu/faculty-research/marketing>) and is well-positioned to be a leader in our discipline. The Department of Marketing at Daniels College of Business is the home to the Consumer Insights and Business Innovation Center (CiBiC) and soon is expecting to launch the Sales Leadership Center. It offers a major, one of the most popular specializations in the college, and an MS in Marketing.

**Position Summary**

The Assistant or Associate Professor in the Department of Marketing is expected to teach six (four credit hour) courses throughout the academic year, which may include fall, winter, and spring quarters [see section below for the availability of course releases]. The Department offers a wide variety of courses. At this time, the Department is interested in candidates who provide evidence of high-quality scholarly research, teaching excellence, and professional work experience related to the areas of sales management and marketing strategy. The candidate should be comfortable teaching some (but not all) of the following courses: professional selling and sales management, marketing strategy, marketing metrics and analytics, and business-to-business marketing.

The candidate should be able to take all necessary steps to start and run a sales center, beginning shortly after arriving on campus. This role will likely involve program design, course design, recruitment of industry partners, facilitating sales internships, sales shadows, sales case competitions, sales role plays, and professional development opportunities such as networking, presentations and panel discussions. Additionally, a student-run organization such as a sales club would benefit students and community stakeholders. Program offerings may include a Sales Certificate, Sales Minor, Sales Major, and Marketing Major with Sales Concentration. The focus will be on undergraduate students, but there is the possibility for impact at the graduate level as well.

All applicants must have a strong research background and the ability and desire to conduct high quality research. Associate Professor applicants should have a proven track record of teaching and service in addition to the exceptional scholarship. Maintenance of AACSB academic qualifications (Scholarly Academic) is required. Faculty members are expected to participate in Department and College faculty meetings, curriculum development, assurance of learning, and the informal advising of students.

**The position is expected to begin September 1, 2019.**

**Essential Functions**

**Teaching Description:**

Tenure track Assistant and Associate Professors are expected to teach six courses throughout the academic year on various topics, especially professional selling and sales management, marketing strategy, marketing metrics and analytics, and business-to-business marketing. Some of these courses will involve projects with industry clients and will help create minors and majors for the department in the future. Note that the teaching needs may also change over time and will be determined by the Department Chair. Teaching responsibilities may include both undergraduate and graduate level courses using traditional and/or hybrid delivery methods. There may also be opportunities to teach summer quarter and/or online classes. Teaching responsibilities may involve day, night and weekend classes. Professors are expected to attend all scheduled class sessions and to be involved in curriculum and pedagogy development, creating learning objectives, syllabi

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creation and management, timely and consistent grading, classroom management, student advising, student meetings and mentoring, testing/quizzes, instruction assessment, and professional development in educational topics. Professors are also expected to be responsive to student communications.

#### Tenure Track Assistant

Summer research support and two course releases for research activity are granted for two years to an Assistant Professor. Course releases and stipends/summer support for research activity beyond the first two years as an Assistant Professor are subject to a competitive peer review process open to all faculty members. Historically, after the first two years, most research active assistant professors received a course release and summer research support until tenure and promotion.

#### Tenure Track Associate

An Associate Professor may receive a course release(s) and summer research support for research activity as appropriate through a competitive application process. Summer teaching is optional and is subject to negotiation with the Chair of the Department. Summer teaching is compensated separately.

#### Research and Scholarship Description:

The individual who fills this position will demonstrate potential for conducting high-quality research in at least one of the following areas: sales management and marketing strategy. The College and each academic unit maintain lists of target journals. Regardless of the academic rank, all professors are expected to conduct primarily discipline-based research and focus on publishing in high tier target (and other high-quality academic) journals. The expectation of an Associate Professor is to have a strong and active research record of high-quality publications in premier business journals in the field of Marketing.

#### Service Description:

The individual who fills this position will be expected to participate in the academic life of the Department of Marketing and the Daniels College faculty meetings, assurance of learning, curriculum development, and the informal advising of students. While the Assistant Professor will typically engage in limited service activities, unless they tie specifically to one's research agenda, the Associate Professor is expected to provide substantial service support and service to the academic, business and/or professional communities. A good deal of involvement with students is expected of all faculty members in the Department of Marketing. Candidates will possess the requisite personal characteristics and professional experience to provide impactful contribution to the department to create distinction and prominence.

#### Required Qualifications

- Earned doctorate in Marketing or related field from an AACSB or EQUIS accredited school. ABD will be considered.
- Current publication record that demonstrates Scholarly Qualification standing for AACSB requirements.
- Well-established record in research, teaching, and service as appropriate to the level of Assistant/Associate Professor.
- Strong English communication skills (written and oral).

#### Preferred Qualifications

- Current (or past) experiences with the sales/strategy academic centers.
- Proven track record of high-caliber research in the areas of sales management and marketing strategy (e.g., Financial Times 50).
- Experience as a tenured/tenure-track professor at an AACSB or EQUIS accredited institution, unless the applicant is an ABD.
- Proven track record as an energetic, dynamic and innovative professional. Editorial review board member for one or more leading academic discipline-specific journals.
- Demonstrated experience with the integration of ethics, social responsibility, and a global focus in teaching, research, and service activities.
- Demonstrated knowledge and experience with a variety of teaching methods and/or curricular perspectives to effectively engage diverse populations and learning styles.
- Demonstrated commitment to working with students from diverse backgrounds.

#### Application Deadline

Applications will be accepted and evaluated on a rolling basis until the search is closed. No formal interviews will be conducted at 2018 AMA Summer Academic Conference

#### Special Instructions

Candidates must apply online through [www.du.edu/jobs](http://www.du.edu/jobs) to be considered. Only applications submitted online will be accepted. Once within the job description online, please scroll to the bottom of the page to apply.

The position is expected to begin September 1, 2019. For more information, contact chair of the search committee, Ali Besharat at [Ali.Besharat@du.edu](mailto:Ali.Besharat@du.edu)

#### Please include the following documents with your application:

1. C.V.
2. Cover Letter
3. List of three individuals who can serve as references
4. Writing sample including published articles or working papers

**NOTE: The online system is limited to uploading 10 files. Please combine content if necessary to get all content uploaded.**

The University of Denver is committed to enhancing the diversity of its faculty and staff and encourages applications from women, minorities, members of the LGBTQ community, people with disabilities and veterans. The University is an equal opportunity/affirmative action employer.

All offers of employment are based upon satisfactory completion of a criminal history background check.

Department  
ARC-DCB (275200)

Position Type

Full-Time/Regular

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