

Management and Marketing: Assistant/Associate Professor in Professional Sales

Institution:	University of Wisconsin - Eau Claire
Location:	Eau Claire, WI
Category:	Faculty - Business - Marketing and Sales
Posted:	07/01/2019
Type:	Full-Time

JOB DETAILS:

POSITION:

Probationary tenure track faculty position in Professional Sales, based in the Department of Management and Marketing at the rank of Assistant/Associate Professor beginning August 24, 2020.

QUALIFICATIONS:

Doctorate or ABD in Marketing or related field from a regionally accredited higher education institution is required. ABD applicants must have their terminal degree conferred by June 30, 2021. Salary will be commensurate with teaching experience. Desired area of specialty is in Professional Sales (with interests in teaching sales management, advanced sales, sales negotiation, CRM). Evidence of potential for excellence in teaching and scholarly activity required. Sales experience, as well as the ability to enhance the diversity of the department and serve as a role model and mentor for women and/or minorities will be considered an asset.

RESPONSIBILITIES:

We are looking for an individual who has a desire to be involved a growing Professional Sales program. Position would be working with our Sales emphases and would be teaching sales management, advanced sales, and other potential sales courses. Additional responsibilities would include directing the sales center, working with sponsors, coaching students for sales competitions, maintaining program certification.

Applicants will be expected to teach courses as assigned in the Department of Management and Marketing, participate in research and scholarly activities, provide academic advising to students as assigned, engage in service to the university and

community, and participate in department, college, and university committee work. Teaching responsibilities may involve classroom, online, and/or hybrid delivery in both the undergraduate and at the MBA level.

DEPARTMENT:

The Department of Management and Marketing is a vibrant and cohesive group of teachers and scholars, dedicated to excellence in teaching and remaining current in their fields through scholarly activity. The department offers four majors: Management, Marketing, Business Administration, and Healthcare Administration. Emphases within the Marketing major include Marketing Analytics and Sales. The department serves over 1200 undergraduate majors, and supports the UWEC College of Business on-campus MBA program, as well as the UW System Consortium online MBA program. The department is housed in UW – Eau Claire's AACSB accredited College of Business.

UNIVERSITY & EAU CLAIRE COMMUNITY:

The University of Wisconsin - Eau Claire campus community consists of 10,500 students and 700 faculty and administrative/professional staff. As the UW System's only Center of Excellence for faculty and undergraduate research, faculty and students regularly work side-by-side on original research.

Often described as Wisconsin's most beautiful campus, UW-Eau Claire's campus is situated on the banks of the Chippewa River in the heart of Eau Claire, western Wisconsin's largest city. Eau Claire and the surrounding countryside have many scenic rivers, lakes, parks, bike trails and wooded areas where students and community members enjoy seasonal sports, camping and a variety of other recreational activities.

A community of 60,000, Eau Claire is a safe, friendly, and affordable community with employment opportunities for family members and outstanding schools for children. Eau Claire is just 90 miles from Minneapolis-St. Paul which offers world-class theater, symphony and chamber orchestras, opera, and restaurants as well as sports, shopping, and cultural diversity.

APPLICATION PROCEDURE:

To apply you will need to go to the following link to apply via the online application system: <http://www.uwec.edu/employment/>. Click on the **Management and Marketing: Assistant/Associate Professor in Professional Sales** position, **Job ID # 15669**.

Please also send an email verifying receipt of the application to:

Dr. Kristy Lauver, chair

lauverkj@uwec.edu

To ensure consideration, completed applications must be received by **August 16, 2019**. However, screening may continue until the position is filled. The university reserves the right to contact additional references with notice given to the candidates at an appropriate time in the process. Employment will require a background check. Employment will also require you and your references to answer questions regarding past conduct related to sexual violence and sexual harassment.

The University of Wisconsin System will not reveal the identities of applicants who request confidentiality in writing, except that the identity of the successful candidate will be released. See Wis. Stat. §. 19.36(7).

The UW-Eau Claire Police Department is dedicated to maintaining a safe and secure environment for learning and working. Although crime at the University of Wisconsin-Eau Claire is limited, the University Police want students, faculty and staff to be aware of crime on campus and the area surrounding the campus. The Jeanne Clery Disclosure of Campus Security Policy and Campus Crime Statistics Act is a federal law that requires colleges and universities to disclose annual information about campus crime. Visit Campus Security and Fire Report (<https://www.uwec.edu/files/8/annual-security-report.pdf>) . Also visit our Campus Security Authority policy (<https://www.uwec.edu/files/787/CleryCompliancePolicy.pdf>).

UW-Eau Claire is an AA/EEO/Veterans/Disability employer dedicated to enhancing diversity, equity, and inclusion.

APPLICATION INFORMATION

Contact:	Human Resources University of Wisconsin - Eau Claire
Online App. Form:	https://www.careers.wisconsin.edu/psp/careers/EMPLO...

The University of Wisconsin-Eau Claire is an AA/EEO employer dedicated to enhancing diversity.

Apply through Institution's Website

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