

Asst or Assoc Professor - (19002385)

Institution:	University of Wyoming
Location:	Laramie, WY
Category:	Faculty - Business - Marketing and Sales
Posted:	06/20/2019
Application Due:	Open Until Filled
Type:	Full-Time



JOB PURPOSE:

This position will support the newly created Center for Professional Selling and contribute to the team who are working to develop new, relevant and impactful research and programs in the area of sales and marketing.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

Responsibilities include conducting sales-based research and working with students both in and out of the classroom providing impactful education in the areas of sales and business strategy. Teaching responsibilities are two courses per semester. Publication of research in quality peer-reviewed journals is essential, and collaborations with our marketing doctoral students is expected.

Qualifications

- Assistant or Associate professors shall normally hold the terminal qualification in their discipline (e.g., Ph.D., Ed.D., MFA, etc.), and shall have demonstrated ability, through appropriate experience, to perform the functions of the position they are to hold.

MINIMUM QUALIFICATIONS:

- Ph.D. in Sales, Marketing or a related field from a recognized institution.
- Evidence of strong research publication potential.

- Evidence of effective teaching potential.

DESIRED QUALIFICATIONS:

- Three or more years of industry experience in industrial or technical sales preferred.
- Experience and interest in business strategy, business-to-business marketing, and/or new venture selling is desirable.
- Preference will be given to candidates with research and teaching interests in technical sales and business strategy.

REQUIRED MATERIALS:

Complete the online application and upload the following for a complete application: cover letter, resume or C.V. and contact information for four work-related references.

HIRING STATEMENT:

UW is an Affirmative Action/Equal Opportunity Educator and Employer. We are committed to a multicultural environment and strongly encourage applications from women, minorities, veterans and persons with disabilities.

In compliance with the ADA Amendments Act (ADAAA), if you have a disability and would like to request an accommodation to apply for a position, please call 307-766-2377 or email jobapps@uwyo.edu

Primary Location: US-WY-Laramie

Job: Academic

Unposting Date: Ongoing

APPLICATION INFORMATION

Contact: Carlinda Asay
Management & Marketing
University of Wyoming

Online App. Form: https://uwyo.taleo.net/careersection/00_ex/jobdetail.ftl?j...

The University of Wyoming is an Equal Employment Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or protected veteran status or any other characteristic protected by law and University policy. To review the EEO is the Law Poster and its Supplement, please see The Diversity & Fairness page.

Pursuant to Wyoming State law, W.S. 19-14-102, as amended, an honorably discharged veteran who has been a resident of the state of Wyoming for one (1) year or more at any time prior to the date when the

veteran applies for employment, or any surviving spouse who was married to such veteran at the time of the veteran's death, who is receiving federal survivor benefits based on the veteran's military service and is applying for employment, shall receive an interview preference during the applicant screening process with the University of Wyoming. At the time of application the applicant must possess the business capacity, competency, education or other qualifications required for the position. If disabilities do not materially interfere with performance of job duties, disabled veterans will be given preference over able-bodied veterans. Appropriate documentation of veteran status must be provided at time of application as outlined in the application process. No preference will be given to a veteran currently employed by a public department.

We conduct background investigations for all final candidates being considered for employment. Offers of employment are contingent upon the completion of the background check.

Applicants with disabilities may request accommodation to complete the application and selection process. Please notify Human Resources at least three (3) working days prior to the date of need.

Apply through Institution's Website

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