

## Faculty - Tenure Track - Sales

<b>Institution:</b>	Utah Valley University
<b>Location:</b>	Orem, UT
<b>Category:</b>	Faculty - Business - Marketing and Sales
<b>Posted:</b>	06/28/2018
<b>Type:</b>	Full Time

### Faculty - Tenure Track - Sales

**Position Category:** Faculty - Tenure Track (FT)

#### Summary:

Utah Valley University's Department of Marketing in the Woodbury School of Business invites applications for a tenure-track position. The successful candidate conducts assigned undergraduate and graduate courses and seminars in Sales and Marketing. Plans, prepares, and follows an approved course of study with measurable objectives. Serves on college/school or university committees. Engages in scholarly activities, and/or creative endeavors which contributes to the academic mission of the university. Develops curriculum, independent study activities, and off-campus learning such as practicums and internships. Renders service to the community relevant to the appropriate academic specialty.



#### Required Qualifications:

Doctoral degree (Ph.D. or D.B.A.) with a concentration in marketing from an AACSB-accredited business program or a doctoral degree in a related field from a high-quality, accredited institution required.

ABD with completion planned prior to August 2019 may also be considered.

Candidates for the position should have taken or taught courses, conducted research, or have professional work experience in the area of sales.

#### Knowledge, Skills and Abilities:

- Knowledge of the theories and principles of professional selling, sales management, and sales processes for firms in competitive environments.
- Candidates should demonstrate excellent teaching ability and commitment, an ability to

conduct a program of research leading to publication in quality academic journals, high personal and academic standards, a capacity for collegiality and working in a team, strong written and oral communication skills; and receptivity to innovation and change.

- Additionally, candidates should demonstrate an ability to engage with the business community in an effort to help build a thriving sales program that trains competent sales professionals and helps them obtain desirable sales positions.
- Candidates may be required to teach the following courses: Sales Management, Professional Selling, Sales Analytics, Professional Presentations, and Principles of Marketing.

**Preferred Qualifications:**

- Experience in professional selling, training sales professionals, and/or managing a sales force preferred.
- Experience running a successful business school sales program preferred.

**Physical Requirements:**

Talking continuously, sitting and standing regularly. Fine hand manipulation for use in computer systems.

**Benefits Summary:**

UVU offers an excellent benefits package which includes a generous leave policy, 12 paid holidays, affordable medical and dental insurance options, life and AD&D insurance, tuition waiver (undergraduate resident) for employee and dependents and substantial employer contribution to a retirement plan.

**FLSA:** Exempt

**Pay Range:** DOQ

**Advertisement Number:** FAC21918 WSB Marketing Faculty

**Open Date:** 06/22/2018

**Review Start Date:** 08/15/2018

**Close Date:**

**Open Until Filled:** Yes

**Special Instructions to Applicant:** Under References Letter please list a minimum of three contacts. References may be contacted at some point during the screening and selection process.

**To apply, visit:** <https://www.uvu.jobs/postings/7348>

*Employment decisions are made on the basis of an applicants qualifications and ability to perform the job without regard to race, color, religion, national origin, sex, sexual orientation, gender identity, gender expression, age (40 and over), disability, veteran status, pregnancy, childbirth, or pregnancy-related conditions, genetic information, or other bases protected by applicable federal, state, or local law.*

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## APPLICATION INFORMATION

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**Contact:** Utah Valley University

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**Online App. Form:** <http://apptrkr.com/1248946>

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Utah Valley University is an Affirmative Action/Equal Opportunity/Equal Access Employer.

Apply through Institution's Website

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