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Assistant Professor, Professional Sales, Job Code 819CHE

[William Paterson University](#) in New Jersey

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Deadline	Open until filled
Date Posted	October 27, 2017
Type	Tenured, tenure track
Salary	Not specified

Employment Type Full-time

The Cotsakos College of Business at **William Paterson University**, accredited by AACSB, invites applications for a tenure track faculty position in the Department of Professional Sales beginning Fall 2018. An earned doctorate in Marketing/Sales at the time of hire is required for appointment at the rank of assistant professor. For candidates with doctorates earned more than five years ago, significant achievement in scholarly output in the area of teaching (including peer-reviewed journal publications) is required. Industry sales experience is desirable. Candidates who are ABDs with the prospect of completion by March 1 of the first year may be considered for initial appointment at the rank of Instructor. Please note: You must have completed your (Doctoral/Terminal) degree requirements no later than March 1, 2019 in order to be reappointed to a second year. If you have not completed your degree requirements by that date, you will not be reappointed.

The regular teaching responsibilities will include graduate (MBA) and

undergraduate courses. Current teaching needs for the department are in the areas of Negotiation and Professional Selling. Other courses may be assigned based on the needs of the department and can include Global Perspectives in Sales, Technology in Sales, Sales Management, etc. Evidence of college-level teaching excellence and an established record or promise of research are required. Primary research focus in the area of personal selling, B2B sales, and sales management is preferred.

The Cotsakos College of Business houses the nationally renowned Russ Berrie Institute for Professional Sales and utilizes state-of-the-art behavioral labs to deliver premier academic programs. The Russ Berrie Institute for Professional Sales was established in 2003 when the late Russ Berrie, the Founder and Chief Executive Officer of Russ Berrie and Company, Inc. donated funds to establish the program at William Paterson University. Through its Russ Berrie Institute for Professional Sales the University was one of the first in the country to offer a dedicated bachelor's degree in professional sales. For additional information about the Institute, visit <http://www.wpunj.edu/ccob/rbisales/about/>

William Paterson University is the third most diverse public university in New Jersey. As a longstanding member of the Hispanic Association of Colleges and Universities (HACU), we have been designated by the US Department of Education as a Hispanic-Serving Institution. The University offers more than 250 undergraduate and graduate academic programs that range from liberal arts and sciences to pre-professional and professional programs; it enrolls nearly 11,000 students from across the country and from over 40 nations. The University is situated on a beautiful, 370-acre suburban campus in Wayne, New Jersey, just twenty miles west of New York City.

Send a letter of interest, curriculum vitae and three letters of recommendation to Dr. Prabakar Kothandaraman, Chairperson, Department of Professional Sales at professionalsalesrch@wpunj.edu or mail to him at Christos M. Cotsakos College of Business, William Paterson University, 1600 Valley Road, Wayne, NJ 07470.

Applicant must include job code in letter of interest. Electronic submissions preferred. Review of applications will commence immediately and continue until the position is filled. For additional information about the University, visit www.wpunj.edu

William Paterson University is an equal opportunity employer that actively values and supports diversity among faculty, staff and students. Women, minorities, and members of under-represented groups are encouraged to apply.



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