

Approved

## **Assistant Professor of Marketing (Behavioral)**

The Yale School of Management seeks applicants in the general area of Behavioral Marketing for a tenure-track faculty position at the rank of Assistant Professor.

We are seeking applications from graduating students, post-docs and others who show exceptional promise. Applicants must have a Ph.D. or equivalent degree (or will earn the degree within one semester from the start of the appointment) in Behavioral Marketing, or a related field such as Psychology, Organizational Behavior, or Decision Science.

You would be joining our group of 15 full-time faculty with 9 members focused on behavioral research: Daylian Cain, Zoë Chance, Jason Dana, Ravi Dhar, Shane Frederick, George Newman, Nathan Novemsky, Taly Reich, and Gal Zauberman.

The selected candidate will teach graduate- and/or PhD-level courses in marketing, negotiations, or ethics and advise and mentor students, while conducting high-quality research representing early demonstration of intellectual leadership in their area of study.

### **Appointment terms**

This is a full-time, tenure track faculty position located at the Yale School of Management in New Haven, Connecticut. Appointments will be made for the 2020-2021 fiscal year, beginning July 1, 2020. The initial term is typically three years.

In addition to new PhDs, we are eager to consider qualified candidates who have been in an academic position for a few years. Appointment as Associate Professor may be possible for more experienced applicants who meet the University's qualifications for that rank.

### **To Apply**

Only complete applications submitted to <http://apply.interfolio.com/63641> will be accepted or considered. Applicants should submit a cover letter, curriculum vitae, job market paper, research statement (optional) and contact information for at least two letters of reference. Request for references will be immediately sent via e-mail request.

### **Timing**

In order to be considered for an interview at the 2019 AMA Summer Academic Conference in August, you must submit a complete application no later than July 1, 2019. Mention in your cover letter that you will be attending AMA. The position will be open until filled or January 31, 2020, whichever occurs first. Applicants are encouraged to submit their materials as early as possible to ensure full consideration.

Questions about this position may be directed to Ravi Dhar at [ravi.dhar@yale.edu](mailto:ravi.dhar@yale.edu). Applications sent via email cannot be considered.

*Yale University is an Affirmative Action/Equal Opportunity employer. Yale values diversity among its students, staff, and faculty and strongly welcomes applications from women, persons with disabilities, protected veterans, and underrepresented minorities.*