

Already have an account?

Sign In (<https://account.interfolio.com/login>)

# FY20: Assistant Professor of Marketing (Behavioral)

## Yale University: School of Management



Location	Open Date	Deadline
New Haven, CT	May 30, 2018	Dec 31, 2018 at 11:59 PM Eastern Time

### Description

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. Appointment as Associate Professor may be possible for more experienced applicants who meet the University's qualifications for that rank.

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

The selected candidate will be expected to conduct high-quality research, representing early demonstration of intellectual leadership, in their area of study. The hired candidate will also be responsible for teaching graduate- and/or PhD-level courses and advising and mentoring students.

### Appointment terms

This is a full-time, tenure-track position located at the Yale School of Management in New Haven, Connecticut. Appointments will be made for the 2019-2020 fiscal year, beginning July 1, 2019. The initial term is typically three years.

### To Apply

Applicants should submit a cover letter, curriculum vitae, writing sample, research statement (optional) and contact information for at least two letters of reference. Request for references will be immediately sent via e-mail request. Only complete applications submitted through Interfolio will be accepted.

### Timing

### Application Process

This institution is using Interfolio's Faculty Search to conduct this search. Applicants to this position receive a free Dossier account and can send all application materials, including confidential letters of recommendation, free of charge.

**Apply Now**  
(<https://dossier.interfolio.com>)

Powered by  [interfolio.com](https://www.interfolio.com)  
(<https://www.interfolio.com>)

In order to be considered for an interview at the 2018 AMA Summer Academic Conference in August, you must submit a complete application no later than July 1, 2018. Mention in your cover letter that you will be attending AMA. The position will be open until filled but no later than April 30, 2019. Applicants are encouraged to submit their materials by September 1, 2018 to ensure full consideration.

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

**Equal Employment Opportunity Statement**

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.