



White Lodging-J.W. Marriott, Jr.
School of Hospitality and
Tourism Management

White Lodging-J.W. Marriott, Jr. School of Hospitality & Tourism Management | Division of Consumer Science
Position Announcement: *Assistant/Associate Professor, Sales Management*
Date Available: *Fall 2022*

Program & Opportunity: The Selling & Sales Management undergraduate program is a growing major within the Purdue White Lodging-J.W. Marriott, Jr. School of Hospitality & Tourism Management, Division of Consumer Science. The program is recognized as a "Top Program" by the Sales Education Foundation and is a member of the University Sales Center Alliance. The Center for Professional Selling serves as a strong experiential learning hub for students and an on-campus destination for more than a dozen corporate partners. The Selling & Sales Management program is one of the largest and strongest programs in the U.S., and we take pride in providing an innovative, enriching and experiential educational experience.

Principle Duties: The Purdue White Lodging-J.W. Marriott, Jr. School of Hospitality & Tourism Management, Division of Consumer Science is seeking a tenure track assistant or associate professor of Selling and Sales Management to teach and do research in these growing areas. The successful candidate will be expected to teach courses in relationship selling, sales management, negotiations and other sales related courses. Research in sales related topics is also expected, as well as outreach to industry to assure the continued relevance of the program. Our faculty engage in a wide variety of professional development and scholarly activities and collaborate extensively across the disciplines.

Qualifications: Applicants must have a Ph.D. in Sales Management, Marketing, Retail Management, Consumer Behavior, Organizational Development or Psychology, or a related discipline. A strong publication record and previous teaching experience, is preferred. The successful candidate will be expected to establish strong research programs with the potential for external funding, teach undergraduate and graduate courses, supervise graduate students, and engage in department, college, and university service activities.

The Division: The Division of Consumer Science is a diverse division with 11 full-time lecturers and research/tenure track faculty. The Division awards BS, MS and PhD degrees and currently has 497 undergraduates, and 11 MS/PhD students. Research is conducted in Sales and Sales Management, Consumer Behavior, Family and Consumer Economics, and Financial Planning. At the undergraduate level, there are three majors: Selling and Sales Management, Retail Management, and Financial Counseling and Planning, as well as a Professional Center: Center for Professional Selling.

The College: The Division of Consumer Science is an integral part of the White Lodging-J.W. Marriott, Jr. School of Hospitality & Tourism Management and the College of Health and Human Sciences. Our college prepares scholars, develops leaders, translates theory to practice, and advances knowledge of human behavior, health, and quality of life. The College is deeply committed to the land-grant mission (teaching, research, and engagement), to international activities and perspectives that span all missions, and to supporting a diverse and inclusive environment focused on excellence. The College has nine academic units and is the home of the Master of Public Health program. The College includes 219 faculty, 4,900 undergraduate students, and more than 525 graduate students.

Purdue HTM is situated in the heart of the main campus in West Lafayette, Indiana. The University has more than 44,000 students and is located in a prosperous county of about 150,000 people. Purdue University is about 60 miles northwest of Indianapolis and 120 miles southeast of Chicago. Please access the following Web sites for more information:

HTM Division of CSR: <http://www.purdue.edu/hhs/csr>

Purdue University: <http://www.purdue.edu/>

Community: <http://www.HomeOfPurdue.com/>

Application Procedure: Applications must include: 1) Letter of Interest indicating relevant experience, qualifications, statements of research, teaching, and leadership philosophy, 2) Complete Curriculum Vitae, 3) Reference List (at least three); references will be contacted only upon applicant's approval, 4) Diversity, Equity and Inclusion Statement (as outlined below). Nominations of potential candidates for the position are welcome, initial nominations and inquiries will be kept confidential

Purdue University's White Lodging-J.W. Marriott, Jr. School of Hospitality & Tourism Management Division of Consumer Science is committed to advancing diversity in all areas of faculty effort, including scholarship, instruction, and engagement. Candidates should address at least one of these areas in a separate Diversity and Inclusion Statement, indicating their past experiences, current interests or activities, and/or future goals to promote a climate that values diversity and inclusion.

Application review will begin November 1, 2021 and will continue until the position is filled. On campus interviews are targeted for early February. A background check is required for employment in this position.

All candidates must apply through SuccessFactors (SF), using the below address:

<https://career8.successfactors.com/sfcareer/jobreqcareer?jobId=16292&company=purdueuniv>

For further information, please contact Search Committee Chair:

Dr. Anita Dale – dale11@purdue.edu | 765-494-7860

Purdue University is EOE/AA employer. All individuals, including minorities, women, individuals with disabilities, and veterans are encouraged to apply.