

Assistant Professor of Marketing

[SUNY Oswego](#)

Oswego, NY

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Type: Full-Time

Posted: 09/19/2023

Category: [Marketing and Sales](#)

Assistant Professor of Marketing

Description of Department: The Marketing & Management Department is part of the AACSB accredited SUNY Oswego School of Business. The department is home to world renowned scholars and award-winning faculty members who excel in teaching and service. The department is responsible for undergraduate degrees in business administration, human resource management, marketing, operations management, two Master of Business Administration degrees, and several five year BS/MBA programs. The Department also offers minors in Sales, Entrepreneurship, Business Analytics, and International Business. The department faculty advise a variety of student-run clubs such as the AMA, Women in Business, Phi Beta Lambda, SHRM, Beta Gama Sigma. The School's other academic department - Accounting, Finance and Business Law- offers undergraduate degrees in accounting, finance, and risk management & insurance, five year BS/MBA accounting programs. In addition to the Oswego campus, classes are offered in Syracuse and online.

Description of the School of Business: The School of Business values excellence in teaching and requires a commitment to research, instructional development for both face-to-face and online courses and service in a diverse and global environment. The school's new strategic plan, adopted by the faculty in May of 2021, calls for industry connectedness, a practice informed curriculum along with a strong focus on community engagement and societal impact. Each academic program is connected to practitioners through the various "Program Advisory Groups", under the new strategic plan. The school has a strong online MBA program which is ranked #40 by U.S. News and World Report. The School of Business has hosted over 60 visiting international scholars over the past twelve years. Along with a global perspective, the school has made significant strides in diversifying its curriculum to make it inclusive to support SUNY Oswego's Strategic Diversity and Inclusion Plan.

The Department of Marketing and Management at the State University of New York at Oswego invites applications for the position of Assistant Professor of Marketing.

Posting Date: September 8, 2023

Review Date: Review of applications will begin immediately and will continue until the position is filled.

Compensation: [Salary levels](#), commensurate with experience plus full New York State benefits package.

Benefit Information: The State University of New York provides an excellent benefit package. [Click here](#) for more information on benefits for full-time United University Professions (UUP) faculty.

Date of Appointment: August 2024

Description of Responsibilities: The Assistant Professor of Marketing will teach undergraduate and graduate courses in the marketing and sales area that may include Marketing Principles, Professional Selling, Negotiation, Sales Management, Sales & Marketing Technology, and Advanced Selling. Responsibilities also include student advising, research and university service. This position has a focus on the school's emerging sales program and the person hired will be expected to coordinate high impact co-curricular practices in the sales domain such as on-

campus sales competitions, coaching and accompanying student sales teams to external sales competitions.

SUNY Oswego works continuously to create an inclusive environment which respects, embraces, and promotes cultural safety, belonging, civil discourse, cultural humility, and other values and goals outlined in SUNY Oswego's [Strategic Diversity and Inclusion Plan](#). As such, the Assistant Professor of Marketing will be expected to contribute to these efforts and possess communication and interpersonal skills necessary to engage effectively with an increasingly diverse community of students and colleagues.

Requirements:

Required Qualifications:

- Ph.D. in Marketing or related area from an AACSB-accredited institution, ABD candidates with degree completion by May 2025 will be considered.

Preferred Qualifications:

- Ph.D. in Marketing
- Case-based and project-based teaching experience
- Peer reviewed journal publications with a sales-focused research program
- Additional relevant work experience in sales or sales management
- Experience working with diverse students in a multicultural environment.

At SUNY Oswego we value the diversity found in each member of our campus community and strive to create a community where that diversity is embraced and enhanced. Recognizing the strength of diversity, our mission is to foster an environment which respects, embraces and promotes cultural competence, civil discourse and active engagement in developing an inclusive and vibrant community of scholars who act as transformational agents of change and responsible citizens of the world. For more information see SUNY Oswego's [Strategic Diversity and Inclusion Plan](#).

As a candidate seeking consideration you are asked to submit a separate statement specifically addressing how your commitment to diversity, equity and inclusion has been evidenced in your career experience and professional activity, and/or community service (volunteer work, etc.), and/or professional development. (Please see Application Instructions)

Additional Information:

Oswego is committed to enhancing its diversity. SUNY Oswego is an Affirmative Action/Equal Opportunity Employer and is actively engaged in recruiting, supporting, and fostering a diverse community of outstanding faculty, staff and students. We encourage applications from qualified applicants regardless of race, color, national origin, religion, creed, age, disability, sex, gender identity or expression, sexual orientation, familial status, pregnancy, predisposing genetic characteristics, military status, domestic violence victim SUNY status, or criminal conviction. Please [click here](#) to see our full non-discrimination policy.

In accordance with USCIS regulations, successful applicants must be legally able to work in the United States per the Immigration Reform and Control Act of 1986.

Requests for reasonable accommodations of a disability during the application and/or interview process should be made to the Human Resources Office by calling 315-312-2230 or emailing hr@oswego.edu.

For Campus Safety information, please [click here](#) to see the Annual Security and Fire Report (Clery).

SUNY Oswego is a smoke free/tobacco/e-cigarette free campus. [Click here](#) for further policy details, including education and cessation resources.

Pursuant to Executive Order 161, no State entity, as defined by the Executive Order, is permitted to ask, or mandate, in any form, that an applicant for employment provide his or her current compensation, or any prior compensation history, until such time as the applicant is extended a conditional offer of employment with compensation. If such

information has been requested from you before such time, please contact the Office of Employee Relations at (518) 474-6988 or via email at info@oer.ny.gov.

Search Chair:

Yiru Wang at yiru.wang@oswego.edu

Visa sponsorship is available for this position.

Application Instructions:

To Apply Submit:

1. Cover letter
2. CV/Resume
3. A separate statement on your teaching philosophy specifically addressing your experience with or commitment to inclusive pedagogy including how you will incorporate DEI goals into your work at SUNY Oswego. The statement may include how your past or ongoing research programs and incorporates elements of DEI and any specific experience you may have in working with a diverse student population
4. Copy of unofficial (or copy of official) transcript for required degree showing degree awarded and date conferred or program in progress
5. Contact information for three professional references including at least one reference able to address teaching

electronically by clicking on the APPLY NOW button.

Official transcripts are required at time of appointment.

All required documents must be uploaded in order for your application to be reviewed and considered. Please [click here](#) to login to check/edit your profile or to upload additional documents.

Please click [CONTACT US](#) if you need assistance applying through this website.

To apply, visit <https://oswego.interviewexchange.com/jobofferdetails.jsp?JOBID=167224&CNTRNO=11&TSTMP=0>

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