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Lappeenranta University of Technology

## PhD Positions in International Marketing / International Business Lappeenranta University of Technology / School of Business

The School of Business at the Lappeenranta University of Technology in Finland is looking to recruit talented PhD students in International Marketing and/or International Business. We have internationally networked research teams and each PhD student is supported by an active supervision group. Most of our research relates to global and innovation-driven, e.g. ICT contexts, with cross-disciplinary links to innovation management. Members of our faculty publish their work in the leading journals such as *Journal of International Marketing*, *Journal of World Business*, *International Business Review*, *Technovation* and *R&D Management*.

The successful candidates will be expected to work towards a PhD degree in International Marketing and must meet the following qualifications: (1) an earned Master degree (MSc, or equivalent) in Business Administration or related fields by the time of appointment; (2) experience and/or strong interest in research and teaching in the field of international marketing/business; (3) a very good command of English and sound knowledge of marketing and/or IB theory, and preferably quantitative methods (including familiarity with SPSS / SAS). Candidates should also demonstrate the potential to publish, in high quality scholarly journals. The aim for a doctoral student is to complete the doctoral degree in 3,5 years. The position requires a higher university degree and motivation to complete the doctoral degree within the target time. In addition, the candidate is required to present a postgraduate study plan and a research plan, which are approved at the beginning of the employment relationship (for the person appointed). The employment relationship is fixed-term. The duration of the first term is one year. If the postgraduate studies progress as planned, the employment relationship may be continued for a second term, the duration of which is 2.5 years.

The salary will be determined according to the university salary system for teaching and research personnel, job grades 1-4 (1747,01 - 2403,36 e). In addition, the salary will include an individual pay component based on performance and competence (max. 46,3%). Typical starting salary is 2344,49 euros / month.

Since 1969, Lappeenranta University of Technology (LUT) has brought together two complementary fields of science — technology and business studies. LUT's top strategic sectors are energy efficiency and energy markets, strategic-level business and technology management, scientific computing and modeling of industrial processes as well as top expertise in Russian business and industry related to the areas above. Our international community consists of 7,000 students and experts. More than 9,800 students have graduated from LUT with Masters of Science degrees in engineering and business and 400 have earned Ph.D.'s degrees in technology and business. Fourteen per cent of students who started in the autumn of 2010 were foreign students.

Please submit your (1) letter of application; (2) tentative research proposal (max 2-4 pages); (3) CV; (4) letter(s) of reference including an evaluation of research potential. Applications should be submitted no later than October 15, 2012 to Prof. Sami Saarenketo, email: [sami.saarenketo@lut.fi](mailto:sami.saarenketo@lut.fi) or by post: Sami Saarenketo, Lappeenranta University of Technology / School of Business, P.O. Box 20, FIN-53851 Lappeenranta, FINLAND.  
<http://www.lut.fi/en/business>