



Darla Moore School of Business

Sonoco International Business Department

## Managing Director, Folks Center for International Business

The Darla Moore School of Business at the University of South Carolina invites applications for a non-tenure track Clinical Assistant (or Associate) Professor.

**Internal Title:** Managing Director, Folks Center for International Business  
**Band:** Unclassified  
**Advertised Salary:** Salary and rank commensurate with qualifications  
**Pay Basis:** 11 months

The Sonoco International Business Department at the Darla Moore School of Business (DMSB) has established the Folks Center for International Business (FCIB) for the purpose of enhancing the global positioning and capabilities of the School. More specifically, the Center is designed to serve as an exclusive academic-corporate partnership for providing strategic direction regarding the overall international activities of DMSB, and to bring the corporate world more central into the process of identifying initiatives and curriculum design for developing critical skills associated with successful global leadership.

The primary responsibility of the FCIB Managing Director is to develop high level corporate relationships and partners that recognize the need for, and value in, developing future global managers; and that have an interest in being intimately involved with the education, development, and career progression of international business graduates from DMSB's nationally recognized international programs. The Managing Director will facilitate DMSB/partner interactions so as to coordinate regular review and assessment of the market positioning, structure, and curriculum of these renowned programs. The Managing Director will collaborate with the School's Office of Career Management and FCIB partners in designing internships and other experiential activities to enhance permanent professional positions upon graduation for students in the IMBA program as well as students from other DMSB graduate (e.g. MIB) and undergraduate (e.g. IB Major) international programs; and develop and assist with structuring high quality, value creating projects for corporate partners that leverage faculty expertise, corporate need, and student development in international arenas across functional areas. Course instruction at the graduate and undergraduate levels, student services responsibilities, and support of other central activities are also a part of this faculty member's responsibility.

To accomplish this broad set of responsibilities, the selected candidate must be able to:

- Work with corporate partners and advisors to identify value creation opportunities for student internships and placements that will have specific assessment metrics;

- Validate the structure and curriculum of the international degree programs with input from informed practitioners and academic peers
- Elicit and organize knowledge of current student skill sets and match these with Center's project and internship opportunities;
- Provide effective leadership, promotional efforts, and day-to-day management for a complex, dynamic center with a diverse set of stakeholders;
- Teach graduate and undergraduate courses in subjects relevant to international business;
- Explore and connect corporations, governmental and non-governmental organizations and Moore School faculty experts regarding applied and basic research;
- Collaborate with the development office in fundraising and outreach activities that further the goals of the center.

**Minimum Qualifications:**

A Ph.D. in International Business or a related field is desired. The candidate will have a proven track record in the practice of International Business education, engaging corporate partners around educational missions, and/or interacting with business executives at the highest levels. This faculty member must also have the ability to work with the IB and broader faculty at DMSB, gaining respect as an important member of the IB Department and DMSB faculty.

Please send a letter of application containing a clear statement of background qualifications that meet the requirements of the position, a resume, evidence of teaching and/or project management capabilities, and the names and contact information of three references to the attention of: Ms. Beth Busby at [beth.busby@moore.sc.edu](mailto:beth.busby@moore.sc.edu). Search will remain open until filled.

For more information about the Moore School, please visit our website at [mooreschool.sc.edu](http://mooreschool.sc.edu). Applications should be addressed to: Folks Center for International Business Search Committee, Darla Moore School of Business, 1014 Greene Street, University of South Carolina, Columbia, SC, 29208.

The University of South Carolina does not discriminate in educational or employment opportunities or decisions for qualified persons on the basis of race, color, religion, sex, national origin, age, disability, sexual orientation or veteran status. The University of South Carolina is an Equal Opportunity/Affirmative Action employer. Women and minorities are encouraged to apply.