

# **Advanced Assistant Professor-Tenure System**

## **Working title**

Advanced Assistant Professor (2 positions)

## **Position Summary**

**Michigan State University**, Broad College of Business, Department of Marketing is seeking applications for two advanced assistant professor (tenure-system) positions with primary responsibilities in research, teaching, and engaging in service activities for the academic discipline department. For one position, we are explicitly seeking candidates with research and teaching expertise in the Sales domain. For the other position, we are open to candidates with interests in any focal area of marketing; however candidates who can contribute to our programs in Sales and/or Customer Experience and Relationship Marketing are especially desired. A doctorate in marketing is required as are accomplishments in research and teaching at an AACSB accredited university. Both positions will start in August, 2018.

The Marketing Programs at Michigan State University have received numerous accolades in recent years (see <http://marketing.broad.msu.edu> for some of these rankings). MSU's Department of Marketing is among the top 15 in the world for research impact, with professors ranked #7 worldwide. Our Master's degree in Marketing Research (MSMR) is ranked #1 and our undergraduate program is ranked 21st in the nation. Our undergraduate program in Sales has won several awards. And, our international marketing/business program, housed in the Department of Marketing, has been among the elite in the world in both education ranking and research impact for some twenty years.

We offer a range of programs – a Ph.D. in Marketing, Executive and full-time MBAs, MS in Marketing Research (offered both face-to-face and online), online certificate programs, a large undergraduate program, and extensive executive education programs.

Michigan State University's Marketing programs have a heritage of leadership, recognized in both the academic and business communities. Current faculty members include a combination of well-known senior scholars with established reputations and respected research records and impressive junior faculty.

In addition to a great academic atmosphere, Michigan State University is located in East Lansing, MI, an attractive community appreciated for its high quality of life, low cost of living, excellent schools, and easy access to major Midwest population centers, along with boundless recreation and cultural opportunities. Specifically, the area boasts the Broad Art Museum, Wharton Center for Performing Arts, one of the most successful College Athletic Programs in the country, as well as a wide variety of outdoor activities.

Michigan State University is an Equal Opportunity/Affirmative Action Institution. Applications from women, veterans, individuals with disabilities and people from diverse racial, ethnic, and

cultural backgrounds are encouraged to apply. Persons with disabilities have the right to request and receive reasonable accommodation.

## **Michigan State University**

Founded in 1855, Michigan State University ([msu.edu](http://msu.edu)) has always been an innovator in research, teaching, and application of knowledge. In 1863, Michigan State was designated the beneficiary of the Morrill Land-Grant Colleges Act endowment, becoming the pioneer land-grant college in the United States and serving as a prototype for future institutions. From these origins, Michigan State has evolved into a comprehensive, global, world class university with a full spectrum of programs and attracting a diverse set of gifted professors, staff members, and students. The University has been an elected member of the Association of American Universities since 1964.

Michigan State enrolls approximately 51,000 students, including 11,300 graduate and professional College students, and it employs more than 11,600 faculty and staff members. The University offers more than 200 programs of study at the bachelor, masters and doctoral levels. MSU is guided by “Bolder by Design” ([bolderbydesign.msu.edu](http://bolderbydesign.msu.edu)) as a “shared strategic framework that aligns our efforts across Michigan State University and around the globe, harnessing the power of working together to achieve our highest aspirations and to fuel the creation of better outcomes and growing value for our students, state, nation, and world.”

## **Eli Broad College of Business**

The Broad College has 125 full-time faculty in five departments: Accounting and Information Systems, Finance, Management, Marketing, and Supply Chain Management and one industry specific unit, The School of Hospitality Business. The work of the College is supported by a 100-person administrative staff and 50 academic specialists. Currently, some 7,700 students are enrolled in the Broad College (approximately 6,700 undergraduates and 980 graduate and doctoral students), making Broad one of the largest business colleges in the country.

The Broad College is consistently a top 25 business college in rankings. The Broad vision is to be the leader in creating knowledge and developing transformational thinkers and doers who make business happen. A core focus of the college’s strategic plan is on the 3Rs – Recognition for the Broad College is the result of the accomplishments of our world-renowned faculty, our students, and our alumni. From this we have built a reputation for being one of the top business schools in the world, and this is reflected in our rankings.

## **Required Degree**

Ph.D. in a relevant area of scholarship.

## **Minimum Requirements**

Applicants should possess a strong publishing record and pipeline, including articles in the top academic journals (JM, JMR, JCR, Marketing Science) as well as the ability to teach effectively at all levels and in a diverse environment.

## **Desired Qualifications**

Applicants with research interests in any focal area of marketing management are welcome, although we have a strong preference for candidates with an expertise in sales and/or customer experience and relationship marketing. Preferred candidates will have 1-6 years of experience at the Assistant Professor level.

## **Required Application Materials**

Applicants must submit a CV and Cover Letter.

## **Special Instructions**

To be considered for this position, please submit materials through the MSU Jobs website: <http://careers.msu.edu/cw/en-us/listing/>. To be eligible for full consideration, all application materials should be received by December 1, 2017, but the position will remain open until filled. Contact Dr. Richard Spreng, Chair of the Search Committee [spreng@msu.edu](mailto:spreng@msu.edu), for additional information