

Assistant or Associate Professor in Sales and Negotiation

Company:

Institut Franco-Chinois de Management des Arts et du Design (IMAD)

Location:

France / Marseille

Discipline:

Sales and Negotiation

Employment Type:

Permanent Full-time

Posted:

2022-07-15

Contact Person:

If you wish to apply for this position, please specify that you saw it on AKADEUS.

Assistant or Associate Professor in Sales & Negotiation

(Campus of Marseille, France)

Marketing Department

Position to be filled on a permanent basis

The Department of Marketing at KEDGE Business School invites applications for full-time, professorial appointments in Sales and negotiation, to begin September 2022 (or January 2023).

KEDGE Business School is a vibrant business school with 4 campuses in France (Paris, Bordeaux, Marseille, and Toulon), 3 abroad with 2 in China (Shanghai and Suzhou), 1 in Africa (Dakar) and 3 associated campuses (Avignon, Bastia, Bayonne). The KEDGE Business School community includes 14,800 students (23% foreign students), 180 full-time faculty members (45% of which are international), 274 international academic partners and 70,000 alumni across the world. Ranked 31rd amongst European Business Schools, KEDGE Business School is AACSB, EQUIS and AMBA accredited and a member of the French Conférence des Grandes Écoles.

This Department teaches the fundamental skills needed for a career in marketing regardless of your chosen profession: marketing manager, brand management, advertising and promotion, market research or sales and distribution. The faculty has proven expertise in all fields related to the various marketing contexts and situations (sports marketing, sports events, wine and luxury goods marketing, services, etc...).

The faculty's research topics reflect this, offering a state-of-the-art knowledge and expertise needed to enhance the different programmes, from undergraduate level to doctorates as well as within the Executive Education. This translates into an academic recognition for the faculty and the creation of research chairs as well as the participation in international research programmes and projects, conferences and research seminars, scientific publications in academic reviews.

Responsibilities

- Teaching and educational development (undergraduate, graduate and post graduate level);
- Publication in academic and professional journals;
- Research Projects with companies or international institutions;
- Participation in national and international calls for projects;
- Student supervision and coaching.

Profile and skills required

- PhD or equivalent (or in progress);
- Expertise in sales and negotiation techniques, sales management, key account management.

Applications procedure

Interested candidates should apply electronically at virginie.maille@kedgebs.com and provide the following elements:

- a cover letter containing your motivation for the position
- an up-to-date curriculum vitae with a list of publications and most recent representative research papers
- a research statement
- a teaching statement (including course details and course evaluations)
- two references who can be contacted.

Contacts:

Virginie Maille

Senior Professor

Head of Marketing Department

Contact Person:

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