

Assistant/Associate/ Full Professor in **SALES and/or RETAIL (S21)**

FACULTY POSITION

In view of its continuous growth, the Marketing and Sales Department at IÉSEG School of Management invites applications for a Full-time Permanent Position in **Sales or Retail management (S21)** as **Assistant, Associate, or Full Professor** (Lille or Paris Campus).

ABOUT IÉSEG SCHOOL OF MANAGEMENT

- IÉSEG holds the “**triple crown**” of international accreditations (AACSB, AMBA & EQUIS) and is a member of the “Conférence des Grandes Écoles”. The School offers Bachelor, Master and Post-Graduate Degrees as well as Executive Education programs.
- IÉSEG is one of the leading French business schools in terms of research. The IÉSEG Research Center is accredited by the French CNRS (National Center for Scientific Research). The school actively **promotes research, provides resources** for active scholars and **offers financial bonuses** for high quality international peer-reviewed research publications.
- IÉSEG offers a **dynamic and international work environment** with over 40 different nationalities represented. Crucial to the school are its core **values**: Accomplishment, Responsibility, Integrity, Solidarity and Engagement. The school’s ambition is to **empower changemakers for a better society**. The school offers employees a competitive salary, a relocation allowance and housing search assistance, French social security benefits, complementary health insurance, meal vouchers, a profit-sharing plan, and a contributory pension scheme. Our satisfaction survey among new hires shows that 100% of the respondents were (very) satisfied with the organization of their arrival on campus.
- Our **Lille Campus** is in the heart of the Northern French city of Lille (within the triangle made up by London, Paris and Brussels). Our **Paris Campus** is located in the biggest European business district of “La Défense”. Both premises have an excellent classroom infrastructure as well as an energizing research environment. To find out more about IÉSEG and why you should choose us: <http://www.ieseg.fr/en/faculty-and-research/teach-at-ieseg/>

ABOUT THE MARKETING AND SALES DEPARTMENT

The department consists of over 30 full-time academics in the areas of Marketing, Digital Marketing, Procurement, CRM, and Sales. The School provides ample resources to support a variety of research interests and activities. IÉSEG promotes cross-disciplinary research and maintains an excellent network with overseas institutions for collaborative work. Over the last few years, faculty members have been successful in publishing their research papers in top-tier refereed international journals.

JOB QUALIFICATIONS

We are looking for candidates whose primary research and teaching interests are related to: **Sales, Sales Management, Key Account Management, Retail Management**. Secondary interest in **Procurement, B2B marketing (Industrial Marketing), B2B Relationship Management and/ or Digitalization** would be a plus.

The candidate should have obtained a PhD from a reputable educational institution. The candidate should show evidence of track record in publishing in top tier international journals (on the CV: each publication should be listed with information on the journal impact factor +

ranking in the CNRS list). The candidate should also include papers in Revise and Resubmit status (mentioning the journal, the exact round, whether it is Minor or Major revision, and when the manuscript is to be re-submitted). He/she also needs to provide evidence of strong teaching skills and/or professional experience. Good networks in both academia and professional circles at regional and international levels will be a plus.

Applicants should be completely fluent in English as all courses will be taught in this language. Prior knowledge of French is not required as IESEG provides French courses to faculty members.

APPLICATION PROCEDURE

In order to apply, please:

- fill in the following form: http://ieseg.az1.qualtrics.com/jfe/form/SV_5BI3hf7utcGLlit and upload all documents mentioned below **merged into one single PDF document**, indicating **name and reference code** "S21".

- Cover letter explaining your motivation
- Updated CV (include the date and institution for your Phd),
- List of two referees with names, affiliations and e-mail addresses
- Research & teaching statement (how do you approach these two activities, what is your strategy)
- Recent teaching evaluations

Two recommendation letters should be sent separately by the referees to:

Dr. Gwarlann DE KERVILER, Head of Marketing and Sales Department

Email: mkg.recruitment@ieseg.fr

APPLICATIONS WILL BE CONSIDERED UPON RECEPTION. THE PROCESS WILL CONTINUE UNTIL THE POSITION IS FILLED

THE CLOSING DATE FOR APPLICATIONS IS OCTOBER 21ST .

PLEASE QUOTE REFERENCE: [S21](#)