

## **Academic Director & Lecturer in Sales Management for Executive**

In view of its continuous growth, the Marketing and International Negotiation Department at IÉSEG School of Management invites applications for a **Academic Director & Lecturer in Sales Management for Executive (60%)** on its Paris Campus (**position to be filled ASAP**).

### **ABOUT IÉSEG SCHOOL OF MANAGEMENT**

- IÉSEG is proud to be triple crowned AACSB, EQUIS and AMBA and a member of the 'Conférence des Grandes Écoles'.
- 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).
- IÉSEG actively promotes research, provides resources for active scholars and rewards high quality international peer-reviewed research publications with financial bonuses.
- The IÉSEG faculty is highly qualified and diverse with over 40 different nationalities represented.
- IÉSEG offers Bachelor, Master and Post-Graduate Degrees as well as Executive Education program

IÉSEG has campuses in Lille and Paris. The Paris Campus is located in Europe's biggest business district of "La Défense." To find out more about IÉSEG and why you should choose us: <http://www.ieseg.fr/en/faculty-and-research/teach-at-ieseg/>

### **JOB MISSIONS**

The candidate is expected to contribute to the Marketing and International Negotiation Department and our Executive Education division with strong management and teaching skills.

In Executive Education, he will be in charge of the creation and development of a MS (Mastère Spécialisé) in Sales and Business Development. He/she will contribute to the design, coordination and development of the program and will also teach at postgraduate and executive levels.

### **JOB QUALIFICATIONS**

The candidate should have at least a Master's degree in an area relevant for the vacant position. He/she should have strong corporate experience in the area of Sales and Sales Management and ideally still be professionally active. The ideal candidate should be able to teach topics related to Sales and Sales Management, CRM and Key Account Management at a senior level.

In line with IÉSEG's culture, the successful candidate should display a strong level of team-spirit. Applicants should be completely fluent in English and French as courses will be taught in both languages.

### **APPLICATION PROCEDURE**

Candidates should send their cover letter, curriculum vitae, teaching statement, and recent student evaluations in one .pdf document indicating name and reference. Two recommendation letters should be sent separately by the referees. All applications should be submitted by e-mail to: **Pr. Gwarlann de KERVILER** - Email: [mkg.recruitment@ieseg.fr](mailto:mkg.recruitment@ieseg.fr)

**APPLICATIONS WILL BE REVIEWED UPON RECEIPT AND WILL CONTINUE UNTIL POSITION IS FILLED. PLEASE QUOTE REFERENCE: LGC**