

## Associate/Assistant Professor in **SALES and SALES MANAGEMENT**

### FACULTY POSITION

IESEG School of Management at the Catholic University of Lille invites applications for a full-time tenure track position (starting September 2015) in Sales and Sales Management at Assistant or Associate Professor Level (Lille or Paris Campus) affiliated to the Marketing and International Negotiation Department.

### ABOUT IESEG SCHOOL OF MANAGEMENT

- AACSB and EQUIS accredited and an active member of the 'Conférence des Grandes Écoles'
- IESEG is one of the leading French business Schools in terms of research. The IESEG Research Center is accredited by the French CNRS (National Center for Scientific Research). IESEG promotes research and provides resources for active scholars.
- The IESEG faculty is highly qualified and very diverse with 32 nationalities represented.
- IESEG offers Bachelor and Master Degrees as well as Executive Education programs.
- IESEG's International Negotiation and Sales Management track offers the largest range of specialized courses in this domain amongst French Business Schools.

The Lille Campus is in the heart of the Northern French city and the Paris Campus is located in the biggest European business district of "La Défense". Both premises boast state of the art technology in the classrooms as well as having an excellent research environment. More information about IESEG School of Management is available online at: <http://www.ieseg.fr>

### JOB QUALIFICATIONS

The candidate is expected to contribute to the International Negotiation and Sales Management track with strong teaching skills and/or professional experience and a commitment to research excellence. He/she will teach at undergraduate, graduate and postgraduate levels and also contribute to the development of the Department's programs, especially the MSc in Negotiation for Organizations (opening Sept. 2015). We are looking for candidates whose research interests are related to Sales, Sales Management, Key Account Management and Procurement

Applicants for the position of Assistant Professor should hold a PhD or be near to completion. Applicants for the position of Associate Professor should possess a PhD and a high quality publication record.

Applicants should be team players and willing to contribute actively to the management of ICON, IESEG's center of excellence on negotiation (<http://icon.ieseg.fr>).

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

### SALARY RANGE

The salary is competitive. Housing search assistance is provided by IESEG. Employees also benefit from French social security benefits, complementary health insurance and a contributory pension scheme.

### APPLICATION PROCEDURE

The application package should consist of a cover letter, research statement, curriculum vitae, one or two working papers 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:

**Dr. Nicholas G. Paparoidamis**

**Head of Marketing and International Negotiation Department**

**IESEG School of Management - 3, rue de la Digue - 59000 Lille, France**

**Email: [negotiation\\_recruitment@ieseg.fr](mailto:negotiation_recruitment@ieseg.fr)**

**Phone: +33 3 20 545 892**

**CLOSING DATE FOR THE RECEIPT OF APPLICATIONS: JANUARY 9<sup>TH</sup>, 2014. APPLICATIONS WILL BE REVIEWED UPON RECEPTION AND WILL CONTINUE UNTIL POSITIONS ARE FILLED.  
PLEASE QUOTE REFERENCE: SALES 15**