

Assistant professor in Business-to-Business Marketing & Communication

Department of Entrepreneurship and Relationship Management at the University of Southern Denmark invites applications for a three-year position as Assistant Professor in Business-to-Business Marketing. The workplace will be at the department in Campus Kolding.

The position is available from August 1. 2022 or as soon as possible thereafter.

The Department of Entrepreneurship and Relationship Management (IER) offers a dynamic and entrepreneurial work environment in which collaboration and teamwork spirit are historical and fundamental parts of the department culture. Our department has activities in Kolding, Sønderborg and Slagelse with approx. 50 employees engaged in research and teaching in the fields of B2B marketing, entrepreneurship, supply chain management and organizational studies.

Applications are invited from candidates in the fields of Business-to-Business marketing and Communication. Research and/or teaching experience with sales or communication aspects of marketing is of particular relevance for the position, but not a requirement. Furthermore, the ability to teach in Danish or another Scandinavian language is an advantage. Within the department, the assistant professor will be affiliated with the Business-to-Business Marketing and Supply Chain Management research group. The Business-to-Business Marketing research has focus on strategizing, cooperation, prioritization and relationship development within dyads, clusters and networks. The research focus in the Supply Chain area is on supply chain innovation and globalization strategies within production and administrative processes. For information about the department and the research group see www.sdu.dk/ier

As an assistant professor at the department, you will be expected to conduct high-quality research that leads to publications in internationally recognized journals, undertake high-quality teaching at the undergraduate and graduate levels, supervise undergraduate, and graduate students, contribute to program and curriculum development, contribute with knowledge dissemination and administrative tasks.

In addition to the relevant experiences and abilities listed above, we expect that the ideal candidate:

- holds a PhD within marketing, business administration or related areas, preferably within the themes of the research group
- has demonstrated competence or interest in research within business-to-business marketing or communication.
- is able to present a promising research strategy and has a research pipeline for the coming years

Additional desirable, but not required, qualifications include:

- experience with outreach activities and demonstrated ability to communicate scientific knowledge to the general public or groups outside academia
- experience with project management and/or experience with external funding

Further information can be obtained from Head of Department, Steffen Korsgaard, email stko@sam.sdu.dk, or Head of Research Group, Professor Per Vagn Freytag, e-mail pvf@sam.sdu.dk. Note that applications cannot be sent to this e-mail, see the section on Application below.

Application, salary, language etc.

If you are a non-Danish speaking applicant, please make sure to enter the English version of the webpage in order to receive information in English when applying.

The assessment will be based on the criteria laid out in this advertisement text, under existing Appointment Order for Universities as well as the department's [Scholarly Qualification Matrix](#). Applicants are strongly encouraged to familiarize themselves with the department's Scholarly Qualification Matrix. Shortlisting may be used in the assessment process.

Applications will be assessed by an assessment committee. The committee may request additional information, and if so, it is the responsibility of the applicant to provide the necessary material. Applications that are incomplete with regard to the above requirements will not be assessed by the committee. When the assessment committee has submitted its report, the applicant will receive the part of the evaluation that concerns him/her.

The [International Staff Office](#) (ISO) at SDU provides a variety of information and services for new employees, guests and people who consider applying for a job at SDU.

Appointment to the position requires a PhD or equivalent and will be in accordance with the salary agreement between the Ministry of Finance and the Danish Confederation of Professional Associations.

An application must include:

- Detailed CV
- Certificates/Diplomas (Master and PhD degree)
- Information on teaching experience or other forms of knowledge communication
- Complete list of publications, indicating which publications are most relevant for the position
- Up to 3 of the most relevant publications. Please upload a pdf for each publication, if the publication has been co-authored, co-author statements must be a part of this pdf
- References

All non-Danish documents must be translated into English.

The primary language at SDU, both in teaching and in administrative processes, is Danish.

The University wishes our staff to reflect the diversity of society and thus welcomes applications from all qualified candidates regardless of personal background. As part of the overall assessment of the applicant's qualifications, an interview may be applied.

Applications must be submitted electronically using the link "Apply online". Uploaded files must be in Adobe PDF (unlocked) Word format.

[Read the guideline for the applicants](#)

Each field can only contain a single file of max. 10 Mb.