



**Faculty Position**  
**Assistant Professor of Practice**  
**Center for Sales Excellence and the Department of Marketing**  
**College of Business**  
**University of Nebraska-Lincoln**

**Position Summary**

The College of Business at the University of Nebraska-Lincoln is seeking applicants for an Assistant Professor of Practice position starting Fall 2021. The faculty member will be a part of the Center for Sales Excellence in the Department of Marketing. Responsibilities will include 80% teaching (four sections each Fall and Spring semesters, or annual equivalent) and 20% service. For a candidate with a doctorate, responsibilities will be 80% teaching, 10% research, and 10% service. The selected candidate will teach sales and marketing courses at the undergraduate and graduate levels. Additionally, the candidate will participate in faculty governance as appropriate, serve on committees, and be involved in various non-class activities with students. This is a non-tenure leading position. Professors of Practice are hired on multi-year contracts that are renewable subject to satisfactory performance. Salary will be commensurate with experience and qualifications and will be competitive with Big Ten Universities.

**Required Qualifications**

Applicants must either have: (1) a master's degree in business or marketing, with significant recent corporate experience in sales and marketing, OR (2) a doctoral degree from an AACSB accredited university with specialization in Marketing or a related area that would have to be completed by the start of the appointment. Applicants must demonstrate the ability to teach undergraduate and graduate courses in sales and marketing, including large-lecture and online classes. Additionally, applicants must be able to meet AACSB's accreditation criteria for this position.

**How to Apply**

To apply, go to <http://employment.unl.edu> and search for requisition F\_200170. Click on "Apply for this Job" and complete the form. In addition, candidates must upload 1) a letter of application, 2) a detailed resume that includes information on education, experience, qualifications, teaching experience (including title and levels of courses taught and summary of teaching evaluations), and research publications (if applicable), and 3) a list of three references with complete contact information. All three documents are required before the application can be evaluated. For full consideration, applications should be received by February 4, 2021, although applications will be accepted until the position is filled. For specific questions about the application process, please email [mjacobs1@unl.edu](mailto:mjacobs1@unl.edu).

**About the Center for Sales Excellence**

The Center for Sales Excellence (<https://business.unl.edu/research/center-for-sales-excellence/>) was established in 2014 with three goals in mind (a) education, (b) business partnerships, and (c) research. It offers a very popular undergraduate certificate in sales that is open to all majors. Plans are underway to create a master's level sales certificate. The center resides within the Department of Marketing. Dr. Ravi Sohi heads the center and is also the chairperson of the Department of Marketing. The person hired for

this position would be a part of the Center for Sales Excellence and will be involved with the center's teaching and other activities. If you have questions about this position, please email Dr. Sohi at [ravisohi@unl.edu](mailto:ravisohi@unl.edu).

### **About the College**

The faculty, students, and staff who comprise the College of Business bring a high level of dedication to providing exceptional education and real-world experiences for our students. We have enjoyed unprecedented growth in students, programs, faculty, and research. As the College continues to build on and further develop its strengths, we have hired more than fifty new faculty members over the last three years. Our new 240,000 square-foot state-of-the-art Howard L. Hawks Hall (fully funded through the generous support of our alumni, business partners, and friends) provides faculty and students with the perfect setting to achieve their goals. Lincoln and nearby Omaha have thriving business communities that engage with the College. The College prides itself on being an open and collaborative community. For more information, visit <https://business.unl.edu/>

### **About Lincoln Nebraska**

The city of Lincoln, population 290,000, has earned a reputation as one of the Midwest's most beloved mid-sized cities. It maintains a college-town atmosphere while providing the attractions and entertainment opportunities of a metropolitan area. Lincoln offers the exhilaration of a big city and the serenity of the countryside all in one place. It was recently named America's brightest and most affordable tech hub by Livability and a Smart Gigabit Community by the National Science Foundation-funded nonprofit U.S. Ignite. Accolades also include #4 best state capital to live in by WalletHub; #1 best city for new jobs by Forbes; a #2 highest quality of life ranking by The Huffington Post; and a #4 ranking in Children's Health magazine's listing of best places to raise a family. Lincoln boasts low unemployment, low cost of living, and low crime. A strong vision for growth, vibrant downtown, extensive bike trails, numerous golf courses and parks, a wide variety of restaurants, shops and museums, and top college sports teams help make Lincoln a desirable community. Visit [www.lincoln.org](http://www.lincoln.org) and [www.lcoc.com/meet-lincoln](http://www.lcoc.com/meet-lincoln) for more information about Lincoln.

*As an EO/AA employer, qualified applicants are considered for employment without regard to race, color, ethnicity, national origin, sex, pregnancy, sexual orientation, gender identity, religion, disability, age, genetic information, veteran status, marital status, and/or political affiliation. See <http://www.unl.edu/equity/notice-nondiscrimination>.*