



Person Specification

This form lists the essential and desirable requirements needed in order to do the job.

Applicants will be shortlisted **solely** on the extent to which they meet these requirements.

Job title: Associate Professor in Management (Marketing)

Department: Management

Accountable to: Head of Department

Requirements	E/D
1. Research	
Expertise and research interests in Marketing	E
A PhD in Marketing, Economics, Psychology or a relevant related field	E
A proven record of outstanding research, as evidenced by existing high-quality publications in top journals, such as <i>Marketing Science</i> , <i>Journal of Marketing Research</i> , <i>Journal of Consumer Research</i> , and <i>Management Science</i>	E
A clear, well-developed strategy for sustained high-quality research that will result in top publications	E
An emerging international reputation in Marketing	E
Ability to attract external funding	D
Willingness to engage in collaborative research with other members of the Department, and with related research centres and disciplines	E
2. Teaching	
A significant track record of excellence in teaching at undergraduate, masters, and/or executive level	E
A commitment to high quality teaching and fostering a positive learning environment for students, including pastoral care	E



Ability to supervise PhD students	D
Leadership in course and/or programme development and innovation	D
3. Other	
A commitment to work as part of a team in assisting the smooth running of the Department and its teaching programmes	E
Excellent written and oral communication skills, including an ability to place one's specialist work within a broader social science context	E
Track record of good citizenship in the wider academic community	E

E – Essential: Requirements without which the job could not be done.

D – Desirable: Requirements that would enable the candidate to perform the job well.