# 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.

**Department: Management** **Accountable to:** **Head of Department**

**Job title: Assistant Professor in Management (Marketing)**

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| **Requirements** | E/D |
| 1. **Research**
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| Expertise and research interests in quantitative areas of Marketing | E |
| A completed PhD, or close to obtaining a PhD, in Marketing, Economics, or a relevant related quantitative field by the post start date | E |
| An existing track record, or potential to publish in top journals such as *Marketing Science, Journal of Marketing Research, and Management Science* | E |
| A clear, well developed and viable strategy for future outstanding research that has the potential to result in top publications | E |
| Ability to establish an international reputation in Marketing | E |
| Evidence of depth of knowledge and understanding in your own specialism and breadth beyond that specialism | E |
| Ability to attract external funding | D |
| Ability to undertake research that has impact and ability to engage in knowledge exchange | D |
| 1. **Teaching**
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| Ability to teach at undergraduate, masters, and executive level | E |
| Experience in teaching at undergraduate, masters, and executive level | D |
| A commitment to high quality teaching and fostering a positive learning environment for students, including pastoral care | E |
| 1. **Other**
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| 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 |
| Evidence of innovation or creativity in research or teaching | D |

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

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