



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: Assistant Professor in Management (Marketing)

Department: Management

Accountable to: Head of Department

Requirements	E/D
1. Research	
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 <i>Marketing Science</i> , <i>Journal of Marketing Research</i> , and <i>Management Science</i>	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
2. Teaching	
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
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
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.