1 Advertisement

Post Title: Lecturer in Strategy/Entrepreneurship/Marketing (2 posts)
School/department: University of Sussex Business School
Hours: full time or part time hours considered up to a maximum of 1 FTE. Requests for flexible working options will be considered (subject to business need).
Contract: 2-year fixed term (maternity cover)
Reference: 2495
Salary: Grade 7 starting at £33,797 to £40,322 per annum; Grade 8 starting from £41,526 to £49,553 per annum
Placed on: 8 November 2019
Closing date: 9 December 2019. Applications must be received by midnight of the closing date.
Expected Interview date: 18 December 2019
Expected start date: January 2020

The Department of Strategy & Marketing in the University of Sussex Business School is looking to recruit two, two-year fixed term maternity cover positions at the Lecturer (Assistant Professor) level, either in Strategy, Entrepreneurship, or Marketing.

The Department consists of three main disciplines: marketing, international business, and entrepreneurship. We are connected by a passion for teaching, research, and engagement, and focused on creativity, sustainability, technology, and managerial practice.

The Department has a strong reputation within the United Kingdom and hosts a range of vibrant and popular undergraduate and postgraduate programs.

We are looking for passionate educators in the areas of marketing and entrepreneurship. The positions will be part of the University of Sussex teaching focused pathway, which will allow time and resources for teaching-related scholarship, but there is no expectation that you will traditional academic conduct research (however, you will be able to do so if you wish).

The successful candidate will be an engaged early-career academic who enjoys working in a dynamic, multidisciplinary environment and shows enthusiasm for collaborating with colleagues across disciplines.

The successful candidates should have experience in teaching at either the undergraduate and postgraduate level, online and in the classroom. We are looking for staff to cover Introduction to Marketing, International Marketing, Marketing Analytics, and Digital Marketing. In entrepreneurship we are seeking cover for courses involving new venture development, strategic planning and general strategy as well as some specialist regional foci such as East Asia and the EU.

Enquiries in the first instance should be sent to Head of Department Professor Michael Beverland m.beverland@sussex.ac.uk
The University of Sussex values the diversity of its staff and students and we welcome applicants from all backgrounds.

2. The School / Department

The University of Sussex Business School is a unique research-focused interdisciplinary school, which takes a strong policy-directed view on business practices while also developing the underlying core disciplines. It includes the Department of Accounting and Finance, the Department of Strategy and Marketing, the Department of Management, the Department of Economics and the Science Policy Research Unit (SPRU).

With such excellent foundations the University of Sussex Business School offers something distinctive and special to the future of business and management research and education in the UK and beyond. It is exceptionally well placed to provide leadership in the development and dissemination of sustainable business and management practice, informed by sound economic logic.

The Department of Strategy and Marketing, founded in 2018, currently encompasses over 25 research-active faculty members, plus over 12 teaching fellows. The Department is composed of three subject groups (Marketing, International Business, and Entrepreneurship) and a number of cross-disciplinary research groups (please see details at https://www.sussex.ac.uk/business-school/strategy-marketing/research). Successful applicants would be allocated to the appropriate subject group.

The Department currently hosts three undergraduate and five postgraduate programmes entirely within the department, and several more degree programmes are offered jointly with other Departments in the School and the University. This includes BScs in International Business; Marketing and Consumer Psychology; Marketing and Management; and MScs in Entrepreneurship and Innovation; International Management; International Marketing (including ODL option); Marketing and Consumer Psychology; and Strategic Innovation Management. Successful candidates will be expected to contribute to modules in these degrees, as appropriate for their discipline. We have a workload planning model, which protects time for scholarship, and is used to allocate teaching fairly across our faculty. The Department attracts students from all over the world, enhancing the cultural dimension of the learning experience. We also have many international links, collaborating with universities around the globe. Sussex is an inclusive, welcoming and truly international University.
3. Job Description

Lecturer in Strategy/Marketing/Entrepreneurship

Department: Strategy and Marketing

School: University of Sussex Business School

Location: Jubilee Building

Grade: Lecturer A (Education focussed), Grade 7

Responsible to: Michael Beverland

Key contacts: Students, other members of Faculty within the School and University, School Officers, academics in the field in other institutions.

Role description: Lecturer A (Education Focused) is an entry level teaching position. Post-holders will be expected to teach in a developing capacity. Post-holders will be expected to establish an education portfolio (scholarship).

PRINCIPAL ACCOUNTABILITIES

1. To deliver and contribute to the design of high-quality teaching programmes to attract students.

2. To contribute fully to the School and University by participating in meetings, working groups, committees and other School and University activities.

3. To manage courses, including timely delivery of marking, assessment instruments, moderated assessments, and other course management related duties.

4. To manage course delivery online and within the classroom, in traditional lecture formats and small group seminars.

5. To undertake teaching related scholarship.

6. To undertake dissertation and project supervision.
KEY RESPONSIBILITIES

1. Teaching & Student Support

1.1 Contribute to the planning, delivery and assessment of high-quality undergraduate and postgraduate teaching, in liaison with the relevant programme and course convenors.

1.2 Contribute to the development, design and management of courses that are attractive to students.

1.3 Ensure that teaching content, methods of delivery and learning materials will meet the defined learning objectives, including the use of appropriate technology.

1.4 Set, mark, and assess coursework and examinations; select appropriate assessment instruments and assessment criteria; and provide constructive and comprehensive feedback to students.

1.5 Ensure that teaching materials remain up-to-date and relevant, incorporating advances in the subject area into the course of study.

1.6 Develop and maintain an understanding of appropriate pedagogy in the subject area and respond to challenges.

1.7 Supervise the work of undergraduate and taught postgraduate students, providing them with advice on study skills, projects, fieldwork and placements.

1.8 Undertake and complete administrative duties required in the professional delivery of teaching.

1.9 Make a significant contribution to the accreditation of courses and quality-control processes.

1.10 Undertake academic advising duties, and provide first-line support for sensitive issues, referring on as appropriate to services providing further assistance.

1.11 Adopt an approachable and accessible attitude towards students, offering office hours, informal advice etc.

1.12 Transfer knowledge in the form of practical skills, methods and techniques.

1.13 Supervise the work of students, provide advice on study skills and help them with learning problems.
2. **Scholarship & Enterprise**

2.1 Build internal contacts and participate in internal networks and relevant external networks in order to form relationships and collaborations.

2.2 Continually update knowledge and understanding in field or specialism, and engage in continuous professional development.

2.3 Translate knowledge of advances in the subject area into the course of study.

2.4 Undertake scholarship to inform education to ensure excellent learning experience for students.

3. **Contribution to School & University**

3.1 Attend and contribute to School meetings.

3.2 Engage in activities beyond day-to-day teaching duties, for example Admissions Days.

3.3 Assist with undergraduate and postgraduate recruitment.

3.4 Participate in School or University working groups or committees, as required.

3.5 Undertake additional administrative duties, as required by the Head of School.

This Job Description sets out current duties of the post that may vary from time to time without changing the general character of the post or level of responsibility entailed.
INDICATIVE PERFORMANCE CRITERIA

1. High quality teaching performance across a range of teaching activities, at different levels (year 1 undergraduate to postgraduate) appropriate to the discipline; as evidenced by surveys, questionnaires and peer review.

2. Evidence of skill in assessment and feedback techniques, and using a range of methods for evaluating the effectiveness of teaching.

3. Demonstrable contribution to the planning and development of courses.

4. Delivering a teaching load in line with School expectations.

5. Evidence of applying knowledge arising from scholarship to enhance teaching practice.

6. Evidence of active engagement in advising students and proactively responding to problems experienced by students.

7. Efficient and effective contribution to academic support duties within the School or the University.

8. Initiating, developing or participating in links between the University and external bodies such as business and industry, the professions, community organisations and policy-makers.

9. Efficient and effective contribution to academic support duties within the School or the University.

PERSON SPECIFICATION

ESSENTIAL CRITERIA

1. Normally educated to doctoral level, or other equivalent qualification, or appropriate level of experience, as appropriate to the discipline (see role-specific criteria below).

2. Excellent interpersonal skills, with the ability to engage with students using a variety of teaching methods.

3. Experience of teaching at undergraduate and postgraduate level.

4. Excellent presentation skills, with the ability to communicate effectively, both orally and in writing, with students, colleagues and external audiences.
5. Ability to work individually on own initiative and without close supervision, and as part of a team.

6. Ability to exercise a degree of innovation and creative problem-solving.

7. Excellent organisational and administrative skills.

8. Ability to prioritise and meet deadlines.

9. A willingness to participate in student support activities beyond required teaching duties.

10. Excellent IT skills, with the ability to produce high-quality, inclusive learning materials.

**DESIRABLE CRITERIA**

1. A recognised higher education teaching qualification.

2. Membership of professional body, if appropriate

3. Emerging record of developing an education portfolio with some focus on scholarship
Job description

Lecturer in Strategy/Marketing/Entrepreneurship

Department: Strategy and Marketing

School: University of Sussex Business School

Location: Jubilee Building

Grade: Lecturer 8 (Education focussed), Grade 8

Responsible to: Michael Beverland

Key contacts: Students, other members of Faculty within the School and University, School Officers, academics in the field in other institutions.

Role Description

Lecturer B is a career-grade teaching position. Post-holders will be expected to take full responsibility for the design, management and delivery of their own teaching, be able to demonstrate an established research portfolio, and a growing reputation in their field of study. They will also be expected to provide support and guidance to less experienced members of staff.

PRINCIPAL ACCOUNTABILITIES

1. To design and deliver high-quality teaching programmes that are attractive to students.

2. To contribute fully to the School and University by playing a significant role in working groups, committees, and other School and University activities.

3. To manage courses, including timely delivery of marking, assessment instruments, moderated assessments, and other course management related duties.

4. To manage course delivery online and within the classroom, in traditional lecture formats and small group seminars.

5. To undertake teaching related scholarship.

6. To train (where necessary) teaching assistants.
7. To undertake dissertation and project supervision.

KEY RESPONSIBILITIES

2. Teaching & Student Support

1. Engage in the planning, delivery and assessment of innovative high-quality undergraduate and postgraduate teaching, in liaison with the relevant programme and course convenors.

2. Identify, design, develop and manage curriculum that are attractive to students.

3. Develop high-quality inclusive teaching materials, methods and approaches, take responsibility for their quality, and ensure that they meet defined learning objectives.

4. Ensure that teaching materials remain up-to-date and relevant, incorporating advances in the subject area into the course of study, and utilising appropriate technology.

5. Set, mark, and assess coursework and examinations; select appropriate assessment instruments and assessment criteria, and provide constructive and comprehensive feedback to students.

6. Undertake continuous professional development to maintain an understanding of appropriate pedagogy in the subject area.

7. Supervise the work of undergraduate and taught postgraduate students, providing advice on study skills.

8. Contribute to the accreditation of courses and quality-control processes.

9. Undertake and complete administrative duties required in the professional delivery of teaching.

10. Undertake academic advising duties, and provide first-line support for sensitive issues, referring on as appropriate to services providing further assistance.

11. Adopt an approachable and accessible attitude towards students, offering office hours, informal advice etc.
3. **Contribution to School & University**

1. Attend and contribute to School meetings.

2. Engage in activities beyond day-to-day teaching duties, for example Admissions Days.

3. Assist with undergraduate and postgraduate recruitment.

4. Advise and provide support to less experienced colleagues.

5. Undertake additional administrative duties, as required by the Head of School.

This Job Description sets out current duties of the post that may vary from time to time without changing the general character of the post or level of responsibility entailed.

**INDICATIVE PERFORMANCE CRITERIA**

- Proven and sustained track record of successful teaching at the levels appropriate for the post.

- A high standard of teaching performance as judged by standard evaluation methods.

- Evidence of using feedback information from a range of sources to improve the student experience.

- Evidence of using knowledge arising from research and scholarship to enhance teaching and curriculum development.

- Evidence of engagement in advising students and proactively responding to student problems.

- Evidence of teaching related scholarship.
PERSON SPECIFICATION

ESSENTIAL CRITERIA

1. Normally educated to doctoral level, or other equivalent qualification, or appropriate level of experience, as appropriate to the discipline (see role-specific criteria below).

2. Excellent interpersonal skills, with the ability to engage with students using a variety of different methods.

3. Experience of teaching at undergraduate and taught postgraduate level.

4. Excellent presentation skills, with the ability to communicate effectively, both orally and in writing, with students, colleagues and external audiences.

5. Ability to work individually on own initiative and without close supervision, and as part of a team.

6. Ability to exercise a degree of innovation and creative problem-solving.

7. Excellent organisational and administrative skills.

8. Ability to prioritise and meet deadlines.

9. A willingness to participate in support activities beyond normal classroom duties.

10. Excellent IT skills, with the ability to produce high-quality learning support materials.

DESIRABLE CRITERIA

1. Experience of successful curriculum design or re-design.

2. A recognised higher education teaching qualification.

3. Experience of generating research or knowledge exchange income.

4. Experience of supervising postgraduate research students.