

1. Advertisement

Post Title: Senior Lecturer or Reader in International Business (Education and Research)

School/department: University of Sussex Business School, Department of Strategy & Marketing

Hours: full time or part time hours considered up to a maximum of 1.0 FTE
Requests for flexible working options will be considered (subject to business need).

Contract: Permanent

Reference: 6506

Salary: starting at £51,799 to £60,022 per annum, pro rata if part time

Placed on: 29 November 2021

Closing date: 28 January 2022

Applications must be received by midnight of the closing date.

Expected Interview date: TBC

Expected start date: Negotiable

The Department of Strategy & Marketing in the University of Sussex Business School is looking to recruit a continuing position in International Business, at the Senior Lecturer or Reader level. The International Business group within the department (which consists of three main disciplines: marketing, international business, and entrepreneurship) is focused on emerging markets, international supply chains, global strategy, and the interface between international business, development and institutions. As a Department we host three research mobiliser groups: consumer well-being, international business, and responsible business. We are defined 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 an individual with an exciting research program that either complements or adds to the interests of our current faculty (<https://www.sussex.ac.uk/business-school/research/impact/international-business-development>). Please contact Professor Michael Beverland (m.beverland@sussex.ac.uk) for informal enquiries.

“Please note that this position may be subject to [ATAS clearance](#) if you require visa sponsorship.”

For full details and how to apply see our [vacancies page](#)

The University of Sussex values the diversity of its staff and students and we welcome applicants from all backgrounds.

2. The School / Division

Please find further information regarding the school/division at <https://www.sussex.ac.uk/business-school/>

3. Core Job Description

Job Title:	Senior Lecturer / Reader in International Business
Grade:	Senior Lecturer (Research & Education focussed), Grade 9
School:	University of Sussex Business School
Location:	Jubilee Building, Falmer, BN1 9SL
Responsible to:	Professor Michael Beverland (Head of Department)
Direct reports:	n/a
Key contacts:	Students, other members of Faculty within the School and University, School Officers, academics in the field in other institutions.
Role description:	Senior Lecturer and Reader are senior career-grade teaching and research positions. Post-holders will be expected to show academic leadership in both teaching and research, and to support the management and strategic planning processes of the School and the University.

PRINCIPAL ACCOUNTABILITIES

1. To provide academic leadership in the design and delivery of high-quality teaching programmes.
2. To engage in high-quality research activity resulting in high-quality publications to be submitted to the REF at acceptable levels of volume and academic excellence (ABS rank 3 and above); to lead research projects or research initiatives in the School; to secure research funding and third-stream income; and to contribute to the School's research strategy.
3. To support the management activities of the School and University, and undertake a key role in School or University working groups or committees, as required.
4. To mentor junior faculty, particularly in research and participate in the International Business group's planned research centre.

KEY RESPONSIBILITIES

1. Teaching & Student Support

- 1.1 Lead the innovative design, development and delivery of a range of programmes of study at various levels.
- 1.2 Ensure that course design and delivery comply with the University quality standard and regulations, and take responsibility for the quality of programme units.
- 1.3 Regularly review and update course content and teaching materials, ensuring that they remain up-to-date and relevant, incorporating advances in the subject area and utilising 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 Actively maintain an understanding of appropriate pedagogy in the subject area.
- 1.6 Provide academic leadership to those working within programme areas, e.g. as a course leader.
- 1.7 Supervise taught postgraduate students, providing advice on study skills.
- 1.8 Undertake and complete administrative duties required in the professional delivery of teaching.
- 1.9 Undertake academic advising duties, and provide first-line support for sensitive issues, referring on as appropriate to services providing further assistance.
- 1.10 Adopt an approachable and accessible attitude towards students, offering office hours, informal advice etc.

2. Research, Scholarship & Enterprise

- 2.1 Contribute to the development of School research strategies and themes.
- 2.2 Identify and develop research objectives, and proposals for own or joint research.
- 2.3 Carry out independent research and act as a Principal Investigator or project leader on major research projects. This may involve leading and line-managing the staff including their recruitment, probation, mentoring, performance review and staff development; managing the budget, and taking responsibility for the delivery of the programme.
- 2.4 Define research objectives and questions, review and synthesise the outcomes of research studies, and develop ideas for application of research outcomes.
- 2.5 Develop proposals for major research projects which will make a significant impact, and lead to an increase in knowledge or understanding or the development of new explanations, insights, concepts or processes.

- 2.6 Produce high-quality research outputs that have significant impact in the field, for publication in monographs or recognised high-quality journals, or performance/exhibition, as appropriate, and make a significant contribution to the School's REF submission at acceptable levels of volume and academic excellence (ABS3 and above).
- 2.7 Make presentations at national or international conferences or exhibit work in other appropriate events of a similar standing, and identify ways to disseminate research outputs informally via the internet, the media and other forms of public engagement.
- 2.8 Develop and maintain an independent research reputation by, for example, serving on peer review committees, and acting as a referee for journal articles and research grant applications.
- 2.9 Contribute to the internal management of the REF assessment exercise.
- 2.10 Provide academic leadership to those working within relevant research areas.
- 2.11 Play an influential role in identifying sources of funding and secure and/or contribute to the process of securing bids.
- 2.12 Play a leading role in identifying and securing opportunities for enterprise activity, knowledge exchange income and/or consultancy.
- 2.13 Actively build internal and external contacts, and play a key role in internal networks and relevant external networks in order to, for example, identify sources of funding, secure student placements, and build relationships for future activities.
- 2.14 Develop links with external contacts such as other educational bodies, businesses, the public sector, and professional bodies to foster collaboration and potentially generate a source of income.
- 2.15 Play a role in a relevant national professional body or recognised events.
- 2.16 Continually update knowledge and understanding in field or specialism, and engage in continuous professional development.
- 2.17 Conduct risk assessments and take responsibility for the health and safety of others, if required.

3. Contribution to School & University

- 3.1 Attend and contribute to School meetings.
- 3.2 Contribute to the overall management of the School in areas such as budget management and business planning, as required.
- 3.3 Contribute to School-level strategic planning, and University-level strategic planning processes if required.
- 3.4 Engage in activities beyond day-to-day teaching duties, for example Admissions Days.

- 3.5 Assist with undergraduate and postgraduate recruitment.
- 3.6 Chair and/or play a key role in School or University working groups or committees, as required.
- 3.7 Undertake an administrative or organisational role within the School e.g. Library Representative, Year Tutor, Exam Board Chair, or personal/academic tutoring.
- 3.8 Advise and provide support to less experienced colleagues, and conduct Performance and Development Reviews, as required.
- 3.9 Undertake additional administrative duties, as required by the Head of School.

INDICATIVE PERFORMANCE CRITERIA

- Evidence of novel or innovative approaches to teaching supervision or assessment, including appropriate uses of technology.
- Sustained high-quality teaching across both undergraduate and postgraduate portfolios, as evidenced by surveys, questionnaires and peer review.
- Evidence of the integration of research, scholarship and professional practice with teaching activities.
- Regular published output of original research, with a significant proportion at international level (referred journal papers, monographs, book chapters, text books).
- Responsible for leading and managing a major research group.
- Sustained success in obtaining competitively awarded research and knowledge exchange grants and contracts, with evidence of leadership in securing such awards (for example, as Principal Investigator).
- A successful track record of completed postgraduate research supervision at MPhil and DPhil level.
- Significant involvement in knowledge creation and transfer in conjunction with partner organisations in industry, commerce, government or NGOs. This could be in the form of externally funded research, knowledge exchange and/or consultancy.
- Evidence of external profile, such as membership of professional body, editorial board or similar.
- Successful prosecution of a major task which facilitates School or organisational unit performance or business.
- Evidence of a capacity to contribute creatively and constructively to the management of School business.

- Evidence of successful management of more junior and/or support staff where such opportunities exist.
- Responsible and effective involvement in the broader arena of the School and/or University including, where appropriate, a role providing support, pastoral care and guidance to students or colleagues.

PERSON SPECIFICATION

ESSENTIAL CRITERIA

1. Educated to doctoral level, or other equivalent qualification.
2. Excellent interpersonal skills, with the proven ability to engage with students using a variety of different methods.
3. Significant experience of high-quality teaching at undergraduate and postgraduate level.
4. Experience of successful curriculum design or re-design.
5. Ability to lead and manage a major research programme.
6. Track record of significant and high-quality publications in reputable journals (ABS3 and above) and other appropriate media of similar standing.
7. Evidence of interest in application for external funding, engaging in external impact and engagement.
8. Experience of supervising postgraduate students (i.e., PhD).
9. An emerging international reputation in the field of study.
10. Evidence of proactive contribution to School and/or University.
11. Excellent presentation skills, with the proven ability to communicate effectively, both orally and in writing, with students, colleagues and external audiences.
12. Leadership and people management skills.
13. Ability to exercise a high degree of innovation and creative problem-solving.
14. Excellent organisational and administrative skills.
15. Ability to prioritise and meet deadlines.
16. A willingness to participate in support activities beyond normal teaching duties.
17. Excellent IT skills, with the ability to produce high-quality learning support materials.

DESIRABLE CRITERIA

1. Success at gaining external grant funding or income from industry.
2. Significant experience of supervising postgraduate students.
3. Evidence of sustained external engagement.
4. Evidence of major proactive contribution to School and/or University.