1 Advertisement

**Post Title:** Lecturer in International Business (Education & Research)  
**School/department:** University of Sussex Business School, Strategy & Marketing  
**Hours:** Full time  
Requests for flexible working options will be considered (subject to business need).  
**Contract:** fixed term, two years  
**Reference:** 6194  
**Salary:** starting at £42,149 to £50,296 per annum, pro rata if part time  
**Placed on:** 23 August 2021  
**Closing date:** 1 October 2021. Applications must be received by midnight of the closing date.  
**Expected Interview date:** 19th October  
**Expected start date:** Negotiable

The Department of Strategy & Marketing in the University of Sussex Business School is looking to recruit a fixed term lectureship in the area of International Business. 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/people-and-departments/strategy-and-marketing](https://www.sussex.ac.uk/business-school/people-and-departments/strategy-and-marketing)), and for marketing in particular: [https://www.sussex.ac.uk/business-school/people-and-departments/strategy-and-marketing/research](https://www.sussex.ac.uk/business-school/people-and-departments/strategy-and-marketing/research).

We are seeking scholars interested in all international business topics and welcome candidates from all ontological and methodological approaches.

The University of Sussex has a strong tradition of policy work and outreach and we therefore welcome applications from candidates with potential to have a policy and/or practical impact.

The successful candidate will be at the beginning of their career, and have, or be near completion of a PhD in international business (or related discipline). They will have an exciting research domain, a passion for teaching, and enjoy working in a dynamic, multidisciplinary environment.

Please contact Professor Michael Beverland ([m.beverland@sussex.ac.uk](mailto: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. Job Description

Job Description for the post of: Lecturer in International Business

Department: Strategy & Marketing

Section/Unit/School: International Business

Location: Jubilee Building, Falmer

Grade: 8

Responsible to: Professor Michael Beverland

Responsible for: 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 Lecturer B is a career-grade teaching and research position. Post-holders will be expected to take full responsibility for the design, management and delivery of their own teaching, be able to develop a research portfolio, and work collegially within the department.

PRINCIPAL ACCOUNTABILITIES

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

2. To teach modules at all levels, from undergraduate through to postgraduate and post-experience, online and in-person.

3. To teach modules in international business subjects.

4. To undertake supervision of students, including students on placement, undergraduate research projects, taught masters dissertations, and PGR projects.
5. To engage in individual and collaborative research activity resulting in high-quality publications to be submitted to the REF at acceptable levels of volume and academic excellence, and to obtain research funding and/or knowledge exchange income as appropriate to the discipline.

6. To engage in grant applications where relevant, as an individual, or as part of a team.

7. To engage in external engagement activities, including media engagement, outreach, and other such activities as defined in the Department’s engagement plan.

8. To contribute fully to the Department by engaging in relevant working groups, research mobilisers, committees, and other School and University activities.

**KEY RESPONSIBILITIES**

1. **Teaching & Student Support**

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

   1.2 Identify, design, develop and manage new curriculum proposals that are attractive to students.

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

   1.4 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.

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

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

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

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

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

   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.

2. **Research, Scholarship & Enterprise**
2.1 Contribute to School / Departmental / Group research strategy and themes.

2.2 Develop research objectives and proposals for own or joint research.

2.3 Conduct research projects individually and in collaboration with others.

2.4 Assess, interpret and evaluate outcomes of research, and develop ideas for their application.

2.5 Produce high-quality research outputs that have impact in the field, for publication in recognized high-quality journals and contribute to the School’s REF submission at acceptable levels of volume and academic excellence.

2.6 Lead small research projects and/or identified parts of a larger project, including supervising the work of others and managing or monitoring a research budget, if appropriate.

2.7 Make presentations at conferences and identify ways to disseminate research outputs informally via the internet, the media, and other forms of public engagement.

2.8 Identify sources of funding and secure or contribute to the process of securing bids.

2.9 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.

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

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 Play a key role in School or Department working groups or committees, as required.

3.5 Advise and provide support to less experienced colleagues.

3.6 Undertake additional administrative duties, as required by the Head of Department.

4. **Person Specification**

**ESSENTIAL CRITERIA**

1. Successful completion of a PhD in International Business, or within six months of completion of said PhD.
2. Excellent interpersonal skills, with the ability to engage with students using a variety of different methods.

3. Potential for significant independent contribution to the design and execution of research.

4. The potential for publications in reputable journals and other appropriate media of similar standing.

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

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

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

8. Excellent organisational and administrative skills.

9. Ability to prioritise and meet deadlines.

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

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

**DESIRABLE CRITERIA**

1. Experience in teaching at undergraduate or postgraduate levels.

2. Publication or revise and resubmits in journals at the 3-ranked (or higher) level as per the UK Association of Business Schools list (ABS list).