University of South Alabama

Distinguished Professor of Professional Sales

Department of Marketing, Supply Chain Management, and Analytics

The Mitchell College of Business at the University of South Alabama invites applications for a 9-month, full-time faculty position in the Department of Marketing, Supply Chain Management, and Analytics, effective August 15th, 2027. The rank of the position is a Distinguished Professor of Professional Sales.

Candidates should possess a well-established, globally-recognized research stature capable of elevating the scholarly profile of the Mitchell College of Business, and they should be able to provide leadership in the sales area, deliver undergraduate, masters, doctoral, and executive courses, and succeed in creative engagement with industry professionals.

Primary duties will be leading the professional sales program at the undergraduate level, teaching in the online and/or executive MBA programs, Marketing Ph.D. program and publishing in highly regarded marketing and sales related journals. Secondary duties include teaching courses in other areas on an as-needed basis, which may include marketing courses at the undergraduate level. Availability to teach courses both in-person and online is expected. Other responsibilities may be assigned as needs arise, and broader service to the department, college, and university is also expected.

Successful candidates are expected to demonstrate the motivation and capability to sustain an innovative program of research, as evidenced by relevant academic publications, presentations, and/or working papers. Successful candidates are also expected to demonstrate a strong commitment to teaching, as evidenced by prior teaching experiences.

PhD in Marketing or a related field from an accredited institution is required. Eighteen graduate credit hours in the field of Marketing or extensive work experience in these areas is required to demonstrate necessary proficiency. Must meet the faculty qualifications of the University of South Alabama and Mitchell College of Business.

Only online applications will be accepted. Applicants should send a letter of application, curriculum vitae, and the names of and contact information of three references electronically to: Amy Fleet, Department of Marketing, Supply Chain Management, and Analytics, Mitchell College of Business afleet@southalabama.edu. Review of applicants will begin immediately. The posting is expected to remain open until the position is filled.

The University of South Alabama (www.southalabama.edu), classified as a high research activity university, is a major center of high-quality undergraduate, graduate, medical and professional education located on the upper Gulf Coast, enrolling over 14,000 students.

The university is located in Mobile, Alabama (www.mobile.org), recognized as a vibrant business, cultural and recreational hub, located conveniently between the Florida Panhandle and New Orleans, Louisiana. Mobile is experiencing an economic surge across industry sectors, including aerospace, shipping, and maritime interests, healthcare, distribution, and services. The Mitchell College of Business, accredited by AACSB International, endeavors to play a critical role in this ongoing regional economic growth.

The University of South Alabama is an Equal Opportunity Employer and does not discriminate on the basis of race, color, national origin, sex, pregnancy, sexual orientation, gender identity, gender expression, religion, age, genetic information, disability, protected veteran status or any other applicable legally protected basis.