JOB TITLE: UNIVERSITY LECTURER/UNIVERSITY SENIOR LECTURER IN MARKETING

REPORTS TO: DIRECTOR OF THE SCHOOL

Background

The Marketing group at Cambridge Judge Business School, University of Cambridge is looking to recruit a research scholar in marketing at the Senior Lecturer (Associate Professor without tenure) or Lecturer (Assistant Professor) level.

Cambridge Judge Business School (www.jbs.cam.ac.uk) is a world-class business school at the heart of the University of Cambridge. The School offers a full suite of MBA, EMBA and Executive Education programmes as well as predominantly postgraduate degrees in management, finance, and technology policy. Cambridge's close proximity to London and its location at the centre of 'Silicon Fen', Europe's fastest growing technology-based cluster, gives scholars unprecedented access to large multinationals and to hundreds of smaller entrepreneurial organisations in emerging industries. In addition, the interdisciplinarity that characterises research at Cambridge ensures faculty contact across a wide range of departments and expertise.

The group consists of scholars in marketing strategy, modelling and consumer behaviour. Group members publish in leading international journals across areas as diverse as experimental economics, game theory, industrial organisation, innovation, and behavioural decision theory. We are open to applicants working in all areas of marketing.

The group is international with members from China, France, Hong Kong, India and the USA. Members have extensive research networks with academics from other leading institutions throughout North America, Europe and Asia. The Department enjoys frequent visits from world-class scholars and has the resources to invite leading scholars to spend between one and three months working with faculty on research projects. In the past professors from the following institutions have spent a month or more at the School: Cornell University, Harvard University, University of California-Berkeley, Pennsylvania State University, University of Wisconsin-Madison, University of Texas-Austin, University of Washington, Duke University, University of Florida, Goethe University, University of Southern California, and University of Minnesota.

The role

The role mainly concerns research and teaching in marketing. You will be expected to conduct research and publish in leading international journals. You will also be expected to contribute to teaching courses in areas of marketing (as required) on undergraduate, MPhil, MBA, EMBA and PhD programmes. Project administration and dissertation supervision is also expected. The teaching load of University Lecturers at Cambridge Judge Business School is typically 30 hours of formal classroom contact or equivalent in the
role holder’s first year if this is their first teaching appointment, 50 hours in the second, and 70 hours thereafter. University Lecturers who have prior teaching experience and University Senior Lecturers will have to teach 60 points in the first year and after that a steady state of 70 points per year. One point is the equivalent of a one hour classroom interaction, but there are also allocations for project and thesis supervision. There are many opportunities to increase the basic salary, for example, by taking on additional teaching including executive education. Teaching embraces curriculum design, lecturing, seminars and individual and group supervision. You will also be asked to take on some administrative duties, but every effort is made to keep these to a minimum before tenure.

The person

The successful candidate will have a PhD (or be close to finishing) in marketing or related discipline (e.g. economics, statistics, psychology, computer science) and have demonstrated evidence of research excellence (or evidence of the potential to publish in the best journals in the field).

Depending on the experience of the successful candidate, the appointment will be made at Lecturer (Assistant Professor) or Senior Lecturer (Associate Professor without tenure) level. We welcome applications from both PhD students about to graduate as well as those who have received a PhD in the last five years.

Evidence of intellectual excellence will always be an important criterion of appointment at all levels.

Benefits

The salary is recognised to be internationally competitive.

The appointment will be from 1 October 2019 or as soon as possible thereafter, and will be a tenure track position, with a tenure decision within five years.

There is an entitlement to sabbatical leave on full pay, accumulated on the basis of one term’s leave for every six terms in office.

University Officers are required to reside in the vicinity of Cambridge. There are no limits to the amount of outside work which may be undertaken – except, of course, that any such outside commitments must not interfere with performance in his/her academic work. There is an entitlement to sabbatical leave, accumulated on the basis of one term’s leave for every six terms in office.

The University of Cambridge comprises more than 150 departments, faculties, schools and other institutions, plus a central administration and 31 independent and autonomous Colleges. It is one of the world’s oldest and most successful universities, with an outstanding reputation for academic achievement and research.

With excellent benefits, extensive learning opportunities and a stimulating and attractive environment, the University of Cambridge is a great place to work. Our employees are eligible for a wide range of competitive benefits and services. We give them access to numerous discounts on shopping, health care, financial services and public transport. We also offer final salary pensions and tax-efficient bicycle and car lease schemes.
We have two nurseries and a holiday play scheme to help support those with childcare responsibilities and we offer various types of family-friendly leave to aid employees’ work-life balance. In addition we operate a number of initiatives to promote career development, health and well-being.

Further details can be found at [www.admin.cam.ac.uk/offices/hr/staff/benefits](http://www.admin.cam.ac.uk/offices/hr/staff/benefits). There is also a range of information about living and working in Cambridge at [www.jobs.cam.ac.uk](http://www.jobs.cam.ac.uk).

**Application arrangements**

Informal enquiries about the position may be made to Professor Jaideep Prabhu, Head of the Marketing Group by email at j.prabhu@jbs.cam.ac.uk, or phone on +44 (0)1223 765468. Please do not send formal applications to Professor Prabhu.

To submit an application for this vacancy, please search for this position on the University's Job Opportunities website at [www.jobs.cam.ac.uk](http://www.jobs.cam.ac.uk) and click on the "Apply online" button at the bottom of the relevant job description. This will route you to the University's Web Recruitment System, where you will need to register an account (if you have not already) and log in before completing the online application form.

**The closing date for applications is 6 September 2019.**

The system allows you to upload up to five documents. These should be arranged as follows:

- Curriculum vitae.
- Covering letter explaining your interest in the post.
- A one-page statement specifying research interests and future plans.
- Evidence of teaching performance.

Please note you will be asked to submit published or working papers if you are invited to interview, but there is no need to send these with your application. Further information about the School is available at [www.jbs.cam.ac.uk/jobs](http://www.jbs.cam.ac.uk/jobs).

Three references will be required, and applicants are asked to forward a copy of the reference request letter (available on the website) and of the Further Particulars to each of their referees, requesting that they send their reference direct to Kal Sandhu, HR Advisor, to reach her by **6 September 2019** at hr@jbs.cam.ac.uk.

Applicants may be contacted for an initial telephone conference call prior to a final decision on whether they will be called for interview.

**Equality of opportunity at the University**

The University of Cambridge is committed to a proactive approach to equality, which supports and encourages all under-represented groups, promotes an inclusive culture and values diversity. Entry into employment with the University is determined by personal merit and by the application of criteria required for the post. No applicant for an appointment or member of staff will be treated less favourably than another on the grounds of sex (including gender reassignment), marital or parental status, race, ethnic or national origin, colour, disability (including HIV status), sexual orientation, religion, age or socio-economic factors.
The University has various diversity networks which help it to progress equality; these include the Women's Staff Network, the Disabled Staff Network, the Black and Minority Ethnic Staff Network and the Lesbian, Gay, Bisexual and Transgender Staff Network. In addition, the University was ranked in the top 100 employers for lesbian, gay and bisexual (LGB) staff in Stonewall’s Workplace Equality Index 2011.

Information if you have a disability

The University welcomes applications from individuals with disabilities and is committed to ensuring fair treatment throughout the recruitment process. Adjustments will be made, wherever reasonable to do so, to enable applicants to compete to the best of their ability and, if successful, to assist them during their employment.

We encourage applicants to declare their disabilities in order that any special arrangements, particularly for the selection process, can be accommodated. Applicants or employees can declare a disability at any time.

Applicants wishing to discuss any special arrangements connected with their disability can, at any point in the recruitment process, contact a member of Cambridge Judge Business School’s HR team who are responsible for recruitment to this position, on (01223) 768497 or by email on hr@jbs.cam.ac.uk. Alternatively, applicants can contact the HR Business Manager responsible for the department they are applying to via hrenquiries@admin.cam.ac.uk.