



White Lodging-J.W. Marriott, Jr.
School of Hospitality and
Tourism Management

White Lodging-J.W. Marriott, Jr. School of Hospitality and Tourism Management
Division of Consumer Science
Position Announcement:
Director of the Center for Professional Selling and
Clinical Assistant/Associate Professor
Date Available: January or August 2025

Primary Duties: Purdue University's White Lodging-J.W. Marriott, Jr. School of Hospitality and Tourism Management Division of Consumer Science seeks a Director for the Purdue Center for Professional Selling, with a nine-month appointment as Clinical Assistant/Associate Professor. The Managing Director leads the Center for Professional Selling (CPS) that is part of the Selling and Sales Management major within the Division of Consumer Sciences. The Director is a member of the School leadership team. The Sales Program enrolls 275+ students, fields a competitive sales team, and currently has many corporate partners that recruit our talented graduates. There is a possibility for summer teaching if desired. This position requires some domestic travel.

The Director is also responsible for:

- Facilitating networking opportunities for corporate partners, students, and alumni
- Working collaboratively across different departments within the University
- Developing and strengthening relationships with corporate partners to ensure Center viability
- Managing the Center's financial budgeting, expenditures, revenues, and endowments
- Marketing of the Center to relevant internal and external audiences
- Collaborating on curriculum development, industry engagement, and departmental service
- Teaching courses in selling and selling-related curricula
- Creating/promoting leading-edge industry training and executive education in partnership across departments

We are interested in high-impact teaching, outreach, and industry engagement. We are dedicated to student and faculty success. The Division maintains strong industry partnerships in all three majors, which provides our graduates with an abundance of internship and career opportunities.

Qualifications:

- Ph.D. is preferred but industry leadership with Master's degree (MS/MA/MBA) accepted
- A track record of strategic decision-making and effective team management
- Previous college teaching experience desired
- Leadership experience in industry desired

The Division: The Division of Consumer Science is a diverse division with seven full-time lecturers and tenure track faculty, and three part-time instructors. The Division awards BS, MS and PhD degrees and currently has approximately 435 undergraduates and 7 MS/PhD students. Research is conducted in Consumer Behavior, Family and Consumer Economics, and Financial Planning.

The School & University: The Division of Consumer Science is an integral part of the White Lodging-J.W. Marriott, Jr. School of Hospitality and Tourism Management and the College of Health and Human Sciences. The School is widely known for offering top-ranked programs in hospitality and tourism management; selling and sales management;

retail management; and financial counseling and planning. With faculty who bring years of industry experience to the classroom, our undergraduate programs provide immersive hands-on experiences across a variety of industries. Our innovative graduate programs allow students to explore research projects in consumer behavior, family and consumer economics, and hospitality and tourism management. The School and Division are situated in the heart of the main campus in West Lafayette, Indiana. The University has nearly 50,000 students and is located in a prosperous county of about 150,000 people. Purdue University is about 60 miles northwest of Indianapolis and 120 miles southeast of Chicago. Please access the following websites for more information:

HTM: <https://hhs.purdue.edu/htm/>
Purdue University: <http://www.purdue.edu/>
Community: <http://www.HomeOfPurdue.com/>

Application Procedure: Applications must include: 1) letter of interest indicating qualifications; 2) statement of teaching philosophy; 3) complete resume/curriculum vitae; 4) reference list (at least three); references will be contacted only for position finalists. Nominations of potential candidates for the position are welcome; initial nominations and inquiries will be kept confidential.

The College of Health and Human Sciences and the White Lodging-J.W. Marriott, Jr. School of Hospitality and Tourism Management are committed to diversity, equity, inclusion, and belonging. Our leadership, faculty, staff, and students are engaged in many efforts that are consistent with this commitment.

Application review will begin November 1, 2024 and will continue until the position is filled. A background check is required for employment in this position.

All candidates must apply through SuccessFactors (SF), using the below address:

https://careers.purdue.edu/job/Professor-ClinicalProfessional-Assistant/34205-en_US/

**For further information, contact Search Committee Chair:
Dr. Rodney Runyan - rcrunyan@purdue.edu | 765-494-8306**

Purdue University is EOE/AA employer. All individuals, including minorities, women, individuals with disabilities, and veterans are encouraged to apply.