

Requisition #104854 – ASSISTANT/ASSOCIATE/FULL PROFESSOR IN WINE SALES AND MARKETING.

The Wine and Viticulture Department at Cal Poly, San Luis Obispo, CA, invites applications for a full-time, academic year, tenure-track position as Assistant/Associate/Full Professor of Wine Sales and Marketing. Position begins January 7, 2019, and is contingent upon final budgetary approval. Salary and rank commensurate with qualifications and experience. A Ph.D. in Marketing, Business, Agribusiness or a related field is required. Candidates with a background in wine business, wine marketing and sales, agricultural business, agricultural sales and marketing are desired. Teaching responsibilities will be primarily in the areas of wine business, wine marketing, wine marketing research, wine sales and sales force management, branded wine marketing and consumer behavior, agricultural business sales and marketing. It is expected that the successful individual will be directly involved in the wine and viticulture department and will assist in maintaining industry support and grant funding. Rank and salary are commensurate with qualifications and experience.

Responsibilities will include teaching introductory and advanced level wine business, wine marketing and sales, agricultural business sales and marketing, and supervision of undergraduate and graduate student research projects.

Duties may also include, but are not limited to student advising, teaching graduate level courses for Master of Professional Studies and/or certificate programs, and international programs. The successful candidate is expected to participate in scholarly activities (i.e., applied research, grant writing, publications, presentations), to publish in peer-reviewed journals as part of his/her professional development, acquire extramural funding in support of his/her research, and regularly participate in other scholarly activities. Service activities will include participation in department, college, and university committees and instructional related activities. Candidates who demonstrate a commitment to diversity, and who have international experience or the desire to cultivate international links, are of particular interest.

For details, qualifications, and application instructions, visit WWW.CALPOLYJOBS.ORG, complete the required online faculty application and submit it to Requisition #104854. Review of applications will begin October 1, 2018; applications received after that date may be considered until an acceptable candidate is secured.

At California Polytechnic State University, San Luis Obispo, we believe that cultivating an environment that embraces and promotes diversity is fundamental to the success of our students, our employees and our community. Bringing people together from different backgrounds, experiences and value systems fosters the innovative and creative thinking that exemplifies Cal Poly's values of free inquiry, cultural and intellectual diversity, mutual respect, civic engagement, and social and environmental responsibility. Cal Poly's commitment to diversity informs our efforts in recruitment, hiring and retention. California Polytechnic State University is an affirmative action/equal opportunity employer. EEO