Title: Clinical Professor, Center for Food and Agricultural Business

Rank: All ranks (Assistant, Associate, or Full) considered. Clinical/Professional Faculty hold non-tenure track faculty appointments.

Location: Center for Food and Agricultural Business (CAB), Department of Agricultural Economics, West Lafayette campus

Principal Duties: Executive Education Program Development and Teaching in Agribusiness Marketing and Sales

The Center for Food and Agricultural Business (CAB) is seeking a dedicated faculty leader who will direct the design, development, and delivery of agribusiness marketing and sales topics and programs in CAB executive education programs (70%) and play a leadership role in the department’s MS-MBA program (30%). The MS-MBA program is a distance delivered dual degree program that offers a Master of Science in Agricultural Economics from Purdue and an MBA from the Kelley School of Business at Indiana University (IU). This positions’ activities will take place on and off campus both domestically and internationally, requiring travel about 10% of the time.

Faculty leadership within CAB requires intense involvement with CAB’s internal and external stakeholders, as well as teaching in executive education classrooms at a world-class level. The successful candidate will represent agribusiness marketing and sales disciplines on collaborative teams that draw from a diverse set of subject matter experts who include faculty in agricultural economics at Purdue University and other parts of academia, as well as professionals from a diverse set of agribusiness fields around the world. Duties will include developing creative works and leading applied research projects to support educational programs.

Key responsibilities within the MS-MBA degree program include coordination of academic assessment and capstone projects, providing direction and oversight to professional instructional design and marketing staff, and maintaining strong communication channels with key program partners at Indiana University and other constituents that include faculty, administrators, current and prospective students, and alumni.

Qualifications: It is preferred that the candidate have a PhD in a business or agribusiness related field, but applications from candidates with a Master’s degree in a business or agribusiness related field and strong experience in the agriculture industry will be accepted. Candidates must have demonstrated expertise in firm level marketing and/or sales issues including market research, market segmentation, brand marketing, key account management, and sales management. Desirable characteristics include experience delivering educational programs to adult learners in an academic environment, experience in higher education, and experience in developing collaborative solutions with industry. The successful candidate will have competencies in working collaboratively, communicating orally in education settings as well as with colleagues, and writing for executive and academic audiences.

Salary and Benefits: Salary is competitive and commensurate with education, training and professional experience, and an excellent fringe benefit package that includes retirement program, medical, and life and disability insurance.

The Center: For more than 25 years, CAB https://www.agecon.purdue.edu/cab/ has helped people in the food and agribusiness industries improve their management competencies and address business issues of a complex agri-food systems. The Center provides innovative professional development experiences, advanced degree opportunities and applied research to the industry.

The College: The Department of Agricultural Economics https://ag.purdue.edu/agecon/Pages/default.aspx is an integral part of the College of Agriculture, one of the world’s leading colleges of agricultural, food, social, life, and natural resource sciences and ranked number 5 globally in the 2015 QS World University Rankings. The College is deeply committed to the three land-grant missions (teaching, research, and extension), to international activities and perspectives that span all missions, and to supporting a diverse and inclusive environment focused on excellence in all we do. The College has 11 academic departments and includes 330 faculty, 2710 undergraduate students, and 685 graduate students. The College’s strategic plan is found at:
https://www2.ag.purdue.edu/Pages/strategicplan.aspx.

Application: Apply for this position as a Candidate at EconJobMarket.org and upload your application documents here:
https://www.econjobmarket.org/ A complete application includes: a short statement describing how the candidate’s experience will contribute to success in this role, graduate transcripts, a writing sample, address/e-mail information for 3 references, and a CV. A background check is required for employment in this position. Application review will begin October 15, 2015 and will continue until a successful candidate is identified. For further information, please contact Debby Weber, Search Coordinator, weberdl@purdue.edu

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