

JOB TITLE: ASSISTANT/ASSOCIATE PROFESSOR IN MARKETING

REPORTS TO: DEAN OF CAMBRIDGE JUDGE BUSINESS SCHOOL

Background

Cambridge Judge Business School (CJBS) seeks to appoint an outstanding scholar to contribute to the development of the Organisational Theory & Information Systems (OTIS) subject area. The position offers the opportunity to become a leading member of a highly visible group of qualitative researchers within a world-class university, and the chance to interact with business leaders and public policy makers at the highest level.

Since 1990, Cambridge Judge Business School forged a reputation as a centre of rigorous thinking and high-impact education, situated within one of the world's most prestigious research universities, and in the heart of the Cambridge Cluster, the most successful technology cluster in Europe. The Business School pursues innovation through inter-disciplinary insight, its entrepreneurial spirit and its collaborative ethos. Cutting edge research is rooted in real-world challenges. Undergraduate, graduate, and executive programmes attract creative thinkers, thoughtful and collaborative problem-solvers, and current and future leaders, drawn from a huge diversity of backgrounds and countries. The close proximity to London facilitates collaboration with top global corporations, non-governmental organisations (NGOs) and national and international policy-making institutions.

The Marketing group at CJBS comprises scholars specialising in marketing strategy and modelling, including econometrics, machine learning, and analytical approaches. Beyond publishing impactful marketing research, our members engage in diverse research areas such as game theory, industrial organisation, emerging markets and entrepreneurship. We welcome applicants working in all areas of marketing.

The group is international with members from China, France, India and the U.S.A. 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 one to three months working with faculty on research projects.

The role

The role primarily involves research and teaching in marketing. You will be expected to conduct and publish impactful, rigorous research, as well as contribute to teaching courses in various areas of marketing (as required) across undergraduate, MPhil, MBA, EMBA, GEMBA and PhD programmes. Project administration and dissertation supervision are also expected.

Teaching at Cambridge Judge Business School involves curriculum design, lecturing, seminars, and both individual and group supervision. The successful candidate will teach MBA and Executive MBA (EMBA)



students, as well as research and professional Masters students and undergraduates. Over time, they will also engage with practicing managers in Executive Education.

The teaching load at Cambridge is generally lighter compared to most business schools in the US and Europe. Courses are divided into three terms, each lasting only eight weeks, making them shorter than the semester-length courses at other universities. Teaching arrangements vary among faculty, with newly appointed faculty receiving a reduced initial teaching load. Typically, faculty schedule their lecture-style teaching in at most two of the three terms.

Newly appointed faculty at Cambridge Judge Business School, who are teaching for the first time, usually have a teaching load of 30 points (or equivalent) in their first year. This increases to 50 points in the second year and 70 points in subsequent years. Faculty with prior teaching experience are required to teach 60 points in their first year, followed by a steady 70 points per year thereafter. One point equates to a 1-hour classroom interaction, with additional allocations for project and thesis supervision.

There are many opportunities to enhance the basic salary by taking on additional teaching responsibilities, including those in Executive Education. Executive Education is a continuously growing activity at Cambridge Judge Business School. Faculty are encouraged to leverage this platform to disseminate their research and expertise to companies, using it as a means to achieve a visible impact on business practice.

Administrative duties are distributed equitably among faculty members. If faculty take on significant administrative roles within Cambridge Judge Business School, their teaching load is appropriately reduced. While you will be expected to undertake some administrative responsibilities, every effort is made to minimise these before tenure.

The person

The successful candidate will hold a PhD in marketing ((or a closely related discipline) and will demonstrate a strong commitment to high-quality research. They will have an established international profile and a solid academic reputation within their field. A track record of publishing impactful research, or a promising research pipeline, is essential. The successful candidate will also play a key role in providing intellectual leadership within the Marketing subject group at the Business School.

They will also have excellent teaching experience in premium business school degree programmes or executive education engagements.

Depending on the experience of the successful candidate, the appointment will be made at either the Assistant Professor or Associate Professor level. Appointments may be made with or without tenure, depending on the candidate's record.

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

Benefits

The salary is recognised to be internationally competitive.

The anticipated start date will be between 1 September 2025 and 1 September 2026.

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. There is also a range of information about living and working in Cambridge at www.jobs.cam.ac.uk.

Application arrangements

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 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.

Please ensure that the following documents are uploaded:

- Curriculum vitae (CV).
- A job market paper.
- Covering letter explaining your interest in the post.
- Evidence of teaching performance.

Further information about the Business School is available at www.jbs.cam.ac.uk/jobs.

Please provide the names and contact details of three referees on the online form. We will contact the referees of longlisted candidates directly to request references. Referees will be asked to comment specifically on the candidate's ability to undertake this particular role.

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

If you are interested in this role, we encourage you to apply promptly. The closing date for this advertisement may be earlier than initially indicated should a number of suitably qualified candidates submit applications. We also reserve the right to extend the closing date, if necessary, until the position is filled.

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.

Information if you have a disability

The University welcomes applications from individuals with disabilities. We are committed to ensuring fair treatment throughout the recruitment process. We will make adjustments to enable applicants to compete to the best of their ability wherever it is reasonable to do so and, if successful, to assist them during their employment. Information for disabled applicants is available at www.hr.admin.cam.ac.uk/policies-procedures/disabled-applicants-and-members-staff/support-services-available-within.

We encourage you to declare any disability that you may have, and any reasonable adjustments that you may require, in the section provided for this purpose in the application form. This will enable us to accommodate your needs throughout the process as required. However, applicants and employees may declare a disability at any time.

If you prefer to discuss any special arrangements connected with a disability, please contact hrsupport@jbs.cam.ac.uk.