Wanted by
The Robins School of Business,
University of Richmond

Business Enthusiasts

At Robins, we are BUSINESS ENTHUSIASTS.

We are fascinated by the amazing world of business. When news occurs, we think of how it will affect the economic climate, our planet and global communities. And when we turn on the lights in our classrooms, these thoughts spark a dynamic exchange among everyone present.

In this highly selective school, enthusiasm is contagious. Students and teachers meet in small settings - so everyone is personally engaged. Every teacher is a mentor. And every student is being prepared for success.

Business enthusiasts want to share their fascination with others, by passionately combining a love for teaching, high-impact research and industry engagement with a heart for service. These rare birds typically come to a Ph.D. program after working in industry. And they love working with others that share their enthusiasm.

If you are such an enthusiast and available for a tenure-track position as an assistant/advanced assistant professor starting Fall 2016, we want to talk with you in Chicago.
You know the type: Did consulting and/or a stint in industry for a few years before realizing a passion for developing and disseminating new knowledge. Relishes the freedom to choose what to study. Embraces the opportunity to positively impact lives. Craves interaction with industry. Believes there’s no better job in the world.

The University of Richmond is a place where teacher-scholars are embraced and rewarded. A place where you will be proud to work.

This is a challenging job: 3/2 teaching load at a top-20 undergraduate business school. Excellent teaching is expected, along with impactful research and service to the school, department and profession. But it’s a fulfilling challenge that the business enthusiast welcomes as an opportunity.

Our last two marketing hires did Ph.D.s at Ohio State & Connecticut. They both started at Accenture; one then went into sales, the other into marketing. Both are passionate teachers, productive researchers, and actively engaged with the business community. Our department is a diverse, accomplished, and collegial community of teacher-scholars.

Attached is information about the Robins School of Business and the Marketing Department. As you can see, we’re more than just teachers. We’re passionate about business and highly engaged in research aided by our strong connections to industry. We leverage our research and industry connections in the classroom as we aim to provide students with the best business education in the world.

And we’re looking for a fellow business enthusiast to join us.

OPEN FOR BUSINESS ENTHUSIASTS!
The Robins School of Business, University of Richmond
#16 undergraduate; #28 part-time MBA (Bloomberg BusinessWeek)
#1 (twice) and #4 for International programs (Bloomberg BusinessWeek)
More than 50 partnerships with leading schools in 27 countries
50 tenure-track faculty; including 4 Journal Editors
12 faculty with publications in journals on UT Dallas list in past 5 years

Faculty are well-trained at doctoral institutions such as:
Arizona State  Penn State  University of Florida  
Boston College  Purdue University  University of Illinois  
Duke University  Texas A&M  University of Michigan  
Indiana University  Ohio State  University of Minnesota  
Michigan State  UCLA  UNC, Chapel Hill  
Notre Dame  University of Chicago  University of Texas, Austin  
Oregon  University of Connecticut  University of Texas, Dallas

Faculty also come to the RSB after stints at R-1 institutions such as:
Brigham Young University  University of Arizona  
Cornell University  University of Colorado, Boulder  
Florida State University  Virginia Tech  
Louisiana State University  Washington University, St. Louis

Faculty leverage their prior industry experience from firms such as:
Accenture  Hyatt  Priceline.com  
A.T. Kearney  Mobil  Price Waterhouse  
Ernst & Young  Pebble Beach Resorts  Reynolds Metals  
General Electric  Phillip Morris  SPSS

Faculty engage with industry with firms such as:
Altria  DuPont  MeadWestvaco (MWV)  
Brinks  Genworth Financial  McKesson  
CapitalOne  Hamilton Beach Brands  Tampa Bay Rays  
CarMax  Harper’s Bazzar  Washington Redskins  
ChildFund  Leo Burnett  Wells Fargo

The Marketing Department
Seven (7) members (1 assistant, 2 associate, 4 full [including 1 full-time administrator], 1 full-time instructor)
We are committed teachers who care passionately about student development, learning and career preparation.
Our courses focus on the Strategic, Analytic and Communications aspects of marketing, all developed through hands-on experiential learning.
See ://youtu.be/fxQn4-eDz00 for our 2015 Keynote presentation
We are also active researchers who focus on Marketing Strategy and Consumer Behavior, with the goal of impacting managers and policy makers.
We work together, and across departments, on research projects in a collegial atmosphere of exploration and discovery. In the past 5 years, we have published 36 peer-reviewed articles, in journals such as:

- *Journal of Consumer Research*
- *Journal of Public Policy & Marketing*
- *JAMS*
- *Journal of Service Research*
- *Journal of Advertising*
- *Journal of Business Research*
- *Journal of Retailing*
- *Journal of Services Marketing*
- *Industrial Marketing Management*
- *Marketing Letters*

Five (5) faculty are members of editorial review boards (9 journals).

The University has approximately 3,000 undergraduates, excellent facilities for teaching and research, and abundant resources, including an endowment in excess of $2 billion.

The University is sited on a 350-acre picturesque campus in a residential neighborhood six miles from downtown Richmond and 90 miles from Washington, D.C. Richmond boasts a vibrant business community, is home to five Fortune 500 companies, eleven Fortune 1,000 companies, one of the world’s most successful ad agencies, and countless other exciting local and global organizations and startups.

Our students are ambitious, curious, creative, passionate, hardworking and collaborative, and engage deeply with faculty and each other to develop both personally and professionally.

If this environment excites you, then please see our posting on [www.marketingPHDjobs.org](http://www.marketingPHDjobs.org), and apply at [http://jobs.richmond.edu](http://jobs.richmond.edu). Find more information about the Marketing Department at [http://robins.richmond.edu/undergraduate/marketing/index.html](http://robins.richmond.edu/undergraduate/marketing/index.html), and the Robins School of Business at [http://robins.richmond.edu](http://robins.richmond.edu). Questions? Please contact Randy Raggio, Chair of the Marketing Department, at [rraggio@richmond.edu](mailto:rraggio@richmond.edu).