



Sheffield
University
Management
School.

Dear Colleagues

Sheffield University Management School, the Faculty of Social Sciences' largest department, has achieved accreditation from the three largest and most influential business school associations: AACSB, AMBA and EQUIS.

The Management School operates within the University and Faculty with a world-class research reputation and ambition. As such, the School has cutting-edge research at the heart of its activities and as the base of its strategic focus. Our vision is to use this research base to be recognised as a leading international Management School known for delivering an outstanding student experience and impactful socially-responsible research in a collegiate learning environment. We are proud to deliver intellectually rigorous cutting-edge research, and excellent teaching and learning in a stimulating, innovative environment. Through the distinctiveness of our graduates, excellence of our staff and network of international partners, we seek to inform the practice of management and to make a difference to our global community.

We are looking to appoint a research-active **Senior Lecturer or Lecturer in the field of International Business or International Entrepreneurship**. In particular, we welcome applications from candidates with expertise in the areas of: the internationalisation of International New Ventures (INVs), or SME internationalisation. We are also interested in candidates whose research focuses on MNEs or subsidiary strategies, or the international competitive relationships between MNEs and local SMEs, international opportunity and capability development, or takes a comparative or institutional perspective.

You will take a pro-active role in enhancing the Sheffield University Management School's reputation for high quality and innovative teaching and research. You should be capable of delivering (i) first class research that combines theoretical sophistication with practical relevance and impact, and (ii) an excellent student experience at both undergraduate and postgraduate level.

You will hold a PhD in a relevant area (or equivalent), will have teaching experience, evidence of the ability to produce high quality research publications and preferably have experience of working in a research project team.

Our website offers more information about all aspects of the School's activity. Please see <http://www.sheffield.ac.uk/management> for more details.

Terms and conditions of employment: Will be those for Grade 8/9 staff.

Salary for this grade: £38,896 - £55,389 per annum. Potential to progress to £64,188 per annum through sustained exceptional contribution.

We are also looking to appoint a research-active **Lecturer in Marketing**. We welcome applications from candidates with research interests in any area of Marketing but are particularly interested in candidates in any of the following areas: B2B Marketing; Marketing in the Creative Industries; Strategic Marketing. Ideally, candidates should have applied knowledge in quantitative research methods

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You will hold a PhD in a relevant area (or equivalent), will have teaching experience, evidence of the ability to produce high quality research publications and preferably have experience of working in a research project team.

Additionally, we would particularly welcome candidates whose research matches the school's vision and mission and fits with any of the school's research clusters and centres.

Terms and conditions of employment: Will be those for Grade 8 staff.

Salary for this grade: £38,511 - £45,954 per annum. Potential to progress to £51,702 per annum through sustained exceptional contribution.

For all posts:

Closing date: 9th May 2016

Informal enquiries:

For informal enquiries about this job and the recruiting department, contact: Marian Jones (m.v.jones@sheffield.ac.uk)

For all online application system queries and support, visit: <https://www.sheffield.ac.uk/jobs> - current vacancies

We seek to create an environment in which all staff can develop their research interests through national and international collaboration, links with industry and commerce, conference attendance and a lively seminar series. Promoting synergy between research and teaching is also a key objective.

Sheffield University Management School has an intake of around 1,300 undergraduate students on its core programmes in Business Management, International Business Management, Accounting and Financial Management as well as its dual degrees with Mathematics, Economics, Sociology, East Asian Studies, and Modern Languages. The postgraduate programmes include a full-time MBA (accredited by AMBA and the Institute of Consulting) and 13 MSc programmes in subjects including Human Resource Management (accredited by CIPD); Entrepreneurship and Management; Information Systems Management; International Management; Management (also AMBA accredited), Occupational Psychology (accredited by the BPS), Logistics and Supply Chain Management, and Leadership and Management. In addition, there is a strong and growing doctoral programme with 70 full/part time registrations.

We currently employ over 100 academic staff who are supported by a comprehensive team of professional administrative staff.

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