

Lecturer, Thurmond School of Professional Sales and
Negotiations(Non-Tenure Track)
Old Dominion University

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Posted May 28, 2025, set to expire Nov. 1, 2025

Job Title	Lecturer, Thurmond School of Professional Sales and Negotiations(Non-Tenure Track)
Department	STROME COLL BUSINESS & PUB ADMIN
Institution	Old Dominion University Norfolk, Virginia
Date Posted	May 28, 2025
Application Deadline	Open until filled
Position Start Date	Available immediately
Job Categories	Lecturer/Instructor
Academic Field(s)	Business - General
Job Website	https://jobs.odu.edu/postings/23299

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Job Description

Job Description

The Thurmond School of Professional Sales and Negotiations in the Strome College of Business at Old Dominion University invites applicants for a lecturer level position starting in August 2025.

The primary responsibility of this position is to teach interpersonal interactions and negotiations classes for the Thurmond School of Professional Sales and Negotiations. The teaching load is 4 courses per semester. Classes focus on active learning and industry connections. This position will also network with industry professionals and host extracurricular activities, such as hosting sales competitions, sales career fairs, and help with Pi Sigma Epsilon events as the faculty advisor.

Position Type

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FullTime

Minimum required education and/or special licenses, registrations, trainings, or certifications

Candidates must have a graduate degree from an AACSB-accredited institution in a related field.

Minimum required level and type of experience, knowledge, skills, and abilities

1. A minimum of 2 years of experience educating students in the field of marketing, negotiations, sales, and/or oral communication skills.
2. Teaching experience must include examples of experiential learning, such as facilitating class projects for community stakeholders, hosting sales competitions, and/or coaching role plays.
3. Ability to effectively network and connect with industry professionals and recruiters from a variety of organizations.
4. Strong interpersonal and written communication skills.
5. Strong initiative and ability to work independently as well as in a team environment.
6. Excellent critical thinking and creative problem-solving skills.
7. Willingness and ability to learn from ongoing mentoring and coaching.

Preferred Qualifications

- A doctoral degree in marketing or a related field from an AACSB-accredited institution, or be ABD and no more than six months from receiving the doctoral degree.
- Experience with a university center or with community outreach, preferably in a university setting.
- Experience with university recruiting or career services.
- Experience working as a professional salesperson, sales manager, or a related field

Contact Information

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Contact

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