

Visiting Assistant Professor - Marketing Entrepreneurship
and Innovation
University of Massachusetts, Lowell

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Posted Jun. 9, 2025, set to expire Oct. 11, 2025

Job Title	Visiting Assistant Professor - Marketing Entrepreneurship and Innovation
Department	Marketing Entrepreneurship and Innovation
Institution	University of Massachusetts, Lowell Lowell, Massachusetts
Date Posted	Jun. 9, 2025
Application Deadline	Open until filled
Position Start Date	2025-26 Academic Year
Job Categories	Assistant Professor Visiting Professor
Academic Field(s)	Marketing Entrepreneurship
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Job Description	

The Marketing Entrepreneurship and Innovation Department at the Robert J. Manning School of Business, University of Massachusetts Lowell, invites applications for a one-year Visiting Faculty position for the **2025-26 academic year**.

This is a one-year contracted position, with the possibility of renewal based on performance, departmental needs, and funding. It would be a good fit for a newly graduated Ph.D., an Assistant Professor without a full-time position, a strong ABD candidate, or a practitioner with significant and

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relevant professional experience. The primary responsibility will be to provide high-quality teaching while actively contributing to the department's Sales Initiative and enhancing hands-on sales experiences for students.

In addition to teaching responsibilities, the visiting faculty member will be expected to play an active role in advancing the department's Sales Initiative, a strategic effort designed to establish UMass Lowell as a leading institution in undergraduate sales education.

The ideal candidate will bring energy, creativity, and a commitment to experiential learning to help take our Sales Initiative to the next level. This includes:

- Enhancing student engagement through the development of hands-on learning opportunities such as sales role-play simulations, live client projects, and CRM platform training (e.g., Salesforce)
- Preparing and mentoring students for participation in regional and national sales competitions, helping them develop consultative selling, presentation, and negotiation skills
- Expanding corporate partnerships to provide students with exposure to real-world selling environments, including internships, guest lectures, company-sponsored projects, and sales career networking events
- Supporting the creation and delivery of career-readiness workshops, speaker series, and other sales-focused student programming
- Helping the department build a recognizable brand in undergraduate sales education through outreach, student success stories, and high-quality programming

This role is an excellent opportunity for a candidate who is passionate about sales education and eager to shape the future of sales talent development in a highly engaged academic setting.

The MEI Department has two main areas – Marketing and Entrepreneurship – and currently delivers programs at the undergraduate, master's, and Ph.D. levels in both areas, including two undergraduate major concentrations, two minors, two graduate certificates, two MBA options, one MS program, and two Ph.D. concentrations.

In addition to traditional face-to-face course offerings, UMass Lowell has a large and growing set of online courses and programs. The standard teaching load for this job is 3–4 courses per semester, depending on research activity.

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Located 25 miles northwest of Boston, UMass Lowell has over 19,000 students and is one of the largest public universities in New England. The Manning School has over 4,000 undergraduate and graduate students and is accredited by AACSB-International.

Minimum Qualifications (Required):

- MBA or Master's degree in a closely related discipline from an AACSB-accredited institution
- Relevant professional experience in sales or prior teaching experience in sales-related courses
- Demonstrated teaching effectiveness, in-person or online
- Strong interpersonal and communication skills, including the ability to engage and communicate with students from diverse backgrounds in a respectful and inclusive manner
- Ability to teach undergraduate-level Sales Management or other applied marketing courses

Preferred Qualifications:

- Ph.D. (or ABD) in Marketing or a related field from an AACSB-accredited institution
- Significant professional experience in sales, business development, or sales training
- Experience with, or enthusiasm for, sales education activities beyond the classroom, such as sales competitions, CRM tools and sales simulations, corporate engagement, live client projects or role-play labs
- Ability to help develop and lead sales education initiatives, including student mentoring, event coordination, and corporate partnership development
- Experience in online and hybrid course delivery
- Familiarity with sales platforms such as Salesforce, HubSpot, or Outreach

Special Instructions to Applicants:

Initial review of applications will begin immediately and continue until the position is filled. However, the position may close when an adequate number of qualified applicants is received.

Salary is competitive and commensurate with experience.

Please include the following documents with your application:

- Resume/CV
- Cover letter detailing teaching interests, teaching experience, and professional background
- Evidence of teaching effectiveness, if available (e.g., student course evaluations, department chair reviews, teaching awards)

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- Names and contact information (email addresses) for three references will be required at the time of application. (Please do not send recommendation letters.)

EEO/AA Policy

The University of Massachusetts Lowell welcomes all qualified applicants and complies with all state and federal anti-discrimination laws.

Contact Information

Please reference Academickeys in your cover letter when applying for or inquiring about this job announcement.

Contact

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