

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

Direct Link: <https://www.AcademicKeys.com/r?job=260171>

Downloaded On: Sep. 9, 2025 10:05pm

Posted Jul. 25, 2025, set to expire Nov. 23, 2025

<b>Job Title</b>	Lecturer, Thurmond School of Professional Sales and Negotiations(Non-Tenure Track)
<b>Department</b>	STROME COLL BUSINESS & PUB ADMIN
<b>Institution</b>	Old Dominion University Norfolk, Virginia
<b>Date Posted</b>	Jul. 25, 2025
<b>Application Deadline</b>	Open until filled
<b>Position Start Date</b>	Available immediately
<b>Job Categories</b>	Lecturer/Instructor
<b>Academic Field(s)</b>	Marketing Business - General
<b>Job Website</b>	<a href="https://jobs.odu.edu/postings/23663">https://jobs.odu.edu/postings/23663</a>
<b>Apply By Email</b>	

**Job Description**

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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.

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**Position Type**

FullTime

**Type of Recruitment**

General Public

**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.

**Contact Information**

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

**Contact**

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