



**Faculty position**  
**Professor and Academic Director of a graduate program in Digital Sales**  
**Dublin (Ireland) Campus**

**POSITION**

As part of its development, EM Normandie is currently offering a full-time position of professor in charge of a graduate program in Digital Sales. The successful candidate will manage a Graduate program in Digital Sales operated in our Dublin (Ireland) campus. She/he will have a teaching load of 120 hours per year and will conduct academic research activities. A competitive salary is offered with additional research performance-based bonuses.

**REQUIREMENTS**

- PhD in a business-related field with an orientation in Digital Sales
- Proven ability to teach and develop quality courses at different levels
- Proven ability to publish in peer-reviewed journals (CNRS and FNEGE rankings)
- Fluency in English -- Knowledge of French would be appreciated but is not a strict requirement
- Willingness to contribute to the school life and its development
- Priority will be given to candidates with international experience.

**ABOUT EM NORMANDIE**

EM Normandie was established in 1871 as one of the first *Grandes Ecoles*, and has since been considered as a reference among French business schools. It holds international accreditations (EQUIS, AACSB) and its Master in Management (Grande Ecole Program) has been recently ranked 74<sup>th</sup> worldwide by the Financial Times. Over 4 500 students and trainees attend its programs in one of its five campuses located in France (Le Havre, Caen, Paris), in the UK (Oxford) and in Ireland (Dublin).

EM Normandie has a portfolio of 16 programs, including 6 taught in English and 2 training institutes. Its mission is to educate tomorrow's managers, as responsible executives prepared to lead change in a cross-cultural environment. EM Normandie promotes the intellectual contributions of its faculty (95 core faculty members) to guarantee success and recognition for students that attended its educational programs.

For further information : <http://www.ecole-management-normandie.fr/english/>

**APPLICATION PROCEDURE**

Candidates should submit a cover letter, a curriculum vitae (including a detailed presentation of teaching and research activities), three representative publications or working papers, and the contact information of three referees by e-mail to : [smaugendre@em-normandie.fr](mailto:smaugendre@em-normandie.fr)

**CONTACT**

Sandrine MAUGENDRE

Email: [smaugendre@em-normandie.fr](mailto:smaugendre@em-normandie.fr)

Phone : 00.33.2.76.84.00.25

Quai Frissard - 76087 Le Havre Cedex – France