**JOB DESCRIPTION**  
Ref: A2412

<table>
<thead>
<tr>
<th><strong>Job Title:</strong></th>
<th>Lecturer in Marketing Management</th>
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<td><strong>Responsible to:</strong></td>
<td>Head of Department</td>
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<tr>
<td><strong>Department/Faculty:</strong></td>
<td>Department of Marketing / Management School</td>
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**Contacts**  
Internal: Students, academic and non-academic staff within the Department, School and University  
External: Academic community, external examiners, research funding bodies, professional bodies, private, non-profit and public sector organisations

**Major Duties:**
- To teach undergraduate and/or postgraduate courses delivered by the Department and, as required, to teach on associated programmes offered by the School.  
- To undertake research, either as an individual or with colleagues, of a level and quality that will result in regular publication in internationally-rated journals.  
- To apply for external research funding.  
- To undertake appropriate course and course material development.  
- To undertake administrative duties as directed by the Head of Department.  
- To represent the Department at conferences and seminars.  
- To promote the image and reputation of the Department and School in the wider academic and business community.  
- To engage in other duties appropriate to the grade of the post as required

**Guidance Notes:**

For appointment at Grade 7 (Lectureship) candidates should:
- show potential to develop a record of publications in high quality, refereed journals;  
- be able to pursue their own independent research programme;  
- show potential to obtain external research funding;  
- show potential to develop competence in teaching;  
- be willing to develop supervision skills through joint supervision of research students.

For appointment at Grade 8 (Lectureship) candidates should:
- have acquired a record of publications in high quality, refereed journals;  
- be able to pursue their own independent research programme;  
- demonstrate a record of or potential to obtain external research funding;  
- demonstrate competence in teaching;  
- be willing to supervise research students.