

## **ASSISTANT/ASSOCIATE PROFESSOR**

### **AGRIBUSINESS DEPARTMENT**

#### **POSITION:**

#### **Assistant/Associate Professor in Specialty Crop Sales and Marketing**

The Agribusiness Department in the College of Agriculture, Food and Environmental Sciences at California Polytechnic State University, San Luis Obispo, CA, is seeking a full-time, academic year, tenure-track Assistant/Associate Professor with an emphasis on Specialty Crop Sales and Marketing starting September 14, 2023. Rank and salary will be commensurate with qualifications and experience.

This position will build on Cal Poly's strong position within the California agricultural industry to train the next generation of sales and marketing leaders. Teaching responsibilities may include undergraduate courses such as introductory and advanced sales, food and fiber marketing, advanced produce marketing, and global agricultural marketing. Collaborations with other departments in the college are encouraged, and the successful candidate may have the opportunity to teach sales and marketing courses outside of the Agribusiness Department such as experiential marketing, and marketing and sales for wine and dairy products. The successful candidate will also be expected to build a network of high-quality guest lecturers from the region to assist in teaching these topics. Candidates with backgrounds in digital marketing or experimental methods will be particularly well received.

Additional expectations may include supervision of undergraduate senior projects, advising student clubs and national competition teams, and teaching in a professional development or certificate program that caters to the agricultural industry in California. The successful candidate is expected to participate in scholarly activities (i.e., research, grant writing, publications, presentations) as part of their professional development. Research collaborations with undergraduate students are particularly valued. The successful candidate is also expected to provide service on committees for the department, college, and university, as well as service to state, national, and professional organizations.

At California Polytechnic State University, San Luis Obispo, we believe that cultivating an environment that embraces and promotes diversity is fundamental to the success of our students, our employees and our community. Bringing people together from different backgrounds, experiences and value systems fosters the innovative and creative thinking that exemplifies Cal Poly's values of free inquiry, cultural and intellectual diversity, mutual respect, civic engagement, and social and environmental responsibility. Cal Poly's commitment to diversity informs our efforts in recruitment, hiring and retention. California Polytechnic State University is an affirmative action/equal opportunity employer.

## **REQUIRED QUALIFICATIONS/SPECIALIZED SKILLS**

An earned doctorate in Marketing, Business, Agribusiness, Agricultural Economics, Consumer Behavior, or related field is required. Candidates must demonstrate excellence in teaching, effective communication, interpersonal skills, and the ability to be a productive team player. Candidates must also demonstrate an ability to initiate, complete, secure external funding, and publish research. The ability to interact well with peers, students, industry partners, and the general public is essential.

Particular attention will be afforded to candidates who have productive records of teaching, scholarly activity, and student-involved research that would strengthen current department activities. Candidates must demonstrate a positive commitment to diversity, equity, and inclusion in teaching, research, and/or service.

Excellent written and oral communication skills and strong interests in undergraduate teaching are required.

Demonstrated experience and commitment to student-centered learning and teaching, as well as the ability to collaboratively work in multidisciplinary settings is required. Demonstrated proficiency in written and oral use of the English language is required.

## **PREFERRED QUALIFICATIONS/SKILLS**

Preference will be given to candidates with professional experience in fresh produce and/or specialty crop sales and/or marketing. Preference will be given to candidates with university-level teaching experience and relevant coursework. Experience working with diverse populations and fostering a collaborative, supportive, and inclusive environment. University level teaching experience and a record of successful academic research and the ability to generate external funding is preferred.

## **SPECIAL CONDITIONS**

The person holding this position is considered a 'mandated reporter' under the California Child Abuse and Neglect Reporting Act and is required to comply with the requirements set forth in CSU Executive Order 1083 as a condition of employment.

Following a conditional offer of employment, a background check (including a criminal records check) must be completed satisfactorily before any candidate may start work with Cal Poly, San Luis Obispo. Failure to satisfactorily complete the background check may result in the withdrawal of the offer of employment. Note: Cal Poly cannot deny an applicant a position solely or in part due to a criminal conviction history until it has performed an individualized

assessment and linked the relevant conviction history with specific job duties in the position being sought.

Please note: Current employees who are offered positions on campus will be required to undergo a background check for any position where a background check is required by law or that Cal Poly has designated as sensitive. Sensitive positions are those requiring heightened scrutiny of individuals holding the position based on potential for harm to children, concerns for the safety and security of people, animals, or property, or heightened risk of financial loss to Cal Poly or individuals in the university community.

For health and well-being, Cal Poly is a smoke & tobacco-free campus. The university is committed to promoting a healthy environment for all members of our community.

CSU requires faculty, staff, and students who are accessing campus facilities to be immunized against COVID-19 or declare a medical or religious exemption from doing so. Any candidates advanced in a search process should be prepared to comply with this requirement. The systemwide policy can be found at [CSU Vaccination Policy](#) and questions may be sent to [academicpersonnel@calpoly.edu](mailto:academicpersonnel@calpoly.edu).

In accordance with the California State University (CSU) Out-of-State Employment Policy, the CSU is a state entity whose business operations reside within the State of California and prohibits hiring employees to perform CSU related work outside of California.

## **ABOUT THE DEPARTMENT**

The Agribusiness Department of the College of Agriculture, Food and Environmental Sciences is comprised of over 600 undergraduate students and 10 tenured/tenure track faculty. The program offers a B.S. in Agribusiness. The curriculum focuses on the value-added food sector, finance and risk management, data analytics, supply chain management and the retail sector. Experiential learning and industry interaction are integral components of the curriculum. The department has garnered numerous national student contest awards in National Agricultural Marketing Association, Food Distribution Research Society, and the National Grocers Association. The department's research and education activities are conducted on a wide array of issues that include new and emerging industries, supply chain management, agribusiness management, decision sciences, regulatory and land use policy and technological adaptation in agriculture.

## **HOW TO APPLY**

Review begins January 3, 2023. Applicants are encouraged to submit materials by January 3, 2023, for full consideration; however, applications received after this date may be considered. Interested candidates must attach (1) cover letter, (2) resume/curriculum vitae, (3) unofficial transcripts of the highest degree, (4) statement of teaching philosophy, (5) goals and plans for research, (6) a statement describing the candidate's experience(s) with diversity, equity, and inclusion and how their experiences have prepared them to advance Cal Poly's commitment to inclusive excellence (<https://diversity.calpoly.edu/inclusive-excellence>), and (7) at least three professional references with names and email addresses when completing the online faculty

application. The selected candidate will be required to provide sealed official transcripts prior to appointment for final consideration. Inquiries can be directed to Dr. Richard Volpe, Agribusiness Department, (805) 756-5030, [rvolpe@calpoly.edu](mailto:rvolpe@calpoly.edu).