

ESCP Business School is a leading European business school with a strong international presence, offering a range of undergraduate, graduate, and executive programs. Our **Berlin campus** is a hub for innovative and entrepreneurial thinking, with a focus on sustainability, digitalisation, and internationalisation. The position will commence in the **Fall Term of 2025**.

Professor (W3) in Marketing and Sales Management (f/m/d)

ESCP Business School Berlin is seeking candidates with topic expertise and teaching competence in marketing and sales management. In addition to a strong foundation in marketing, the candidate should have expertise in sales-related topics such as sales psychology, business negotiations, personal selling, digitization, sales force management, and distribution channels.

Requirements: The ideal candidate should be excellent in research and teaching: They have published their research in leading international journals and demonstrated very good pedagogical skills (as evidenced e.g. through teaching evaluations). Experience in teaching marketing- and sales-related courses at different levels of study is highly appreciated. The willingness to contribute to executive education programs is especially valued, as ESCP Business School places significant importance on equipping professionals and business leaders with cutting-edge skills and knowledge. Although it is possible to teach all courses in English, a willingness to learn German is encouraged and will be considered a positive attribute. Cooperation is a key component of the role, as the successful candidate will have the opportunity to work closely with colleagues from our network of ESCP Business School's campuses in London, Madrid, Paris, Turin, and Warsaw. Moreover, candidates should demonstrate strong skills in developing and maintaining relationships with companies and professional organisations, helping to expand the reputation and influence of ESCP Business School Berlin and its academic programmes. A readiness to take on leadership responsibilities, such as serving as the director of an academic programme, is also desirable. As ESCP Business School Berlin is a state-accredited, research-based business school (Wissenschaftliche Hochschule), hiring requirements of §100 BerlHG (Berliner Hochschulgesetz) apply.

Applications should include: 1) a cover letter, 2) a curriculum vitae, including diplomas and transcripts of records, 3) a list of publications, 4) a statement of teaching and research interests and 5) teaching evaluations from the past two years. Please submit your application **by January 13, 2025**, in electronic form as **one** PDF file addressed to:

ESCP Business School, Campus Berlin

Prof. Dr. Frank Jacob – Dean and Rector

Heubnerweg 8-10, 14059 Berlin

E-Mail: rektorat-berlin@escp.eu | [ESCP Business School | Berlin Campus](#)

For further information, feel free to contact: Prof. Dr. Robert Wilken – E-Mail: rwilken@escp.eu

About ESCP Business School: ESCP Business School is an international business school with campuses in 6 European metropolises. Founded in 1819, ESCP is the oldest business school in the world. To date, the business school is regularly awarded with top positions in the Financial Times rankings. ESCP Berlin's academic focus lies on the topics entrepreneurship, sustainability and digitalization.