

Department of Retailing and Customer Management

OPEN POSITION: DOCTORAL STUDENT AND TEACHING ASSISTANT

The Department of Retailing and Customer Management at the University of Cologne is well-known for its research in retailing and customer management. The department has a strong focus on academic research to be published in high-level international journals. At the same time, we work on managerially relevant problems with an international perspective. The major fields of research of the department are CM (Customer Management), management and marketing in the retailing sector, distribution and channel management, as well as service management. We have a strong empirical working tradition - often in cooperation with companies.

Responsibilities

Applications are invited for **1 open position** as a doctoral student (Wissenschaftliche(r) Mitarbeiter(in)) starting on November 1st 2012 (fix-term employment contract for 1 year with the option of extension for 3 more years). As a doctoral student you will study the relevant literature and apply appropriate (statistical) methods to meaningful and interesting marketing questions. The marketing domain, with its overwhelming availability of data on customer behavior is a very rich and interesting domain of managerially oriented studies. An essential part of the research activities of the candidates will be dedicated to his/her work on a dissertation project (supervisor will be Prof. Dr. Werner Reinartz). The candidates will also be involved in additional international research projects. The outcome of these projects will be disseminated through publishing in international research journals as well as through presentations at international academic conferences. Attending advanced graduate courses is part of the training. In addition, the candidates will participate in the organizational management and support of the department (teaching assistance, research assistance, administrative support, etc.).

Requirements/education

We are looking for potential candidates with a master's degree or equivalent in business administration with excellent results. Previous exposure to statistical methods and software is highly desirable. An excellent written and oral command of the English language is a must. We are looking for highly motivated and flexible persons who perform well in a team environment.

Our offer:

- the opportunity to obtain a doctoral degree at an internationally recognized university and department
- a rigorous and systematic doctoral training with respect to marketing theory and applied empirical marketing problems
- a supportive, motivated, and dynamic team

Applications of women and disabled persons are particularly welcome. Women and disabled persons with equal qualification, competence and professional achievements to other applicants will be treated preferentially as long as no other applicants offer meaningful reasons that take precedence.

Conditions of Employment

The University of Cologne has an excellent policy concerning terms of employment. The gross salary will be according to the TV-L E 13 (3/4 position = 29,87 hours per week) per month in the first year if terms and conditions under collective bargaining law are fulfilled. **The deadline for applications is May 15, 2012.**

University of Cologne

The University of Cologne is the largest university in Germany drawing on one of the longest academic traditions. Located in the heart of Europe, Cologne has always been a very international city with a constant influx of younger people from other parts of Germany and abroad.

Interested candidates should send their application (in English or German language, email applications preferred), statement of research interest, and informative references to:

Prof. Dr. Werner Reinartz, c/o Maren Becker, Department of Retailing and Customer Management, University of Cologne, Albertus-Magnus-Platz 1, 50931 Cologne, Germany or kaeuferle@wiso.uni-koeln.de.

