Staff Director and Senior Research Fellow
Arizona State University seeks a Staff Director and Senior Research Fellow in Tempe, AZ.

POSITION RESPONSIBILITIES:
Work directly with external senior executives to craft actionable proposals of real value for public and private sector clients. Execute proposals, either directly through research, or as the project leader of multi-disciplinary teams including faculty and staff. External client and grant proposal writing; business development, marketing and social media strategy; front-facing client relationship management; project management; staff leadership and development; budgetary management; report writing; client stakeholder presentations; and media relations. Acquire new business, as well as manage, direct and participate in revenue-producing projects undertaken by the Institute and its affiliate Centers. Expand the national and global reach of the Institute, in line with needs and aspirations of the School and its affiliates while generating revenue at a pace that allows the Institute to maintain fiscal autonomy. Participate in expansion of the School’s overarching consultancy activity.

REQUIREMENTS:
PhD in Marketing, Management or related field plus 10 years of experience in the job offered or a related position.

Work experience must include: 5 years of experience within a research university, including a significant record of activity in an organized contract research and consulting role. 3 years of management experience, successfully leading teams, identifying resource requirements, managing project workflow and budgets, and mentoring junior staff. Work experience must also include managing a diverse range of business, economics, and marketing projects, including economic impact studies, market, competitive and value chain analysis, benefit-cost analysis; quantitative market research design and analysis, qualitative market research, and forecasting. Must have experience utilizing software models and applications including REMI, IMPLAN, SPPS, Excel, and Qualtrics.

Full time, Regular

Working Environment:
The Seidman Research Institute is the applied research and consultancy arm of W. P. Carey School of Business at Arizona State University (ASU).

First established in 1985 to serve as a center for applied business research as well as a consultancy resource for the southwest business community, Seidman today offers a diverse range of business and economics consulting services to public and private sector clients throughout North America. Recent clients include the Arizona Department of Health Services, Banner Health, Copper Point Mutual, Freeport McMoRan, Intel, the Pakis Foundation, Republic Services, and Super Bowl XLIX.

Department Statement:
The W. P. Carey School of Business at Arizona State University is one of the largest business schools in the United States with more than 1,500 graduate students and more than 10,000 undergraduates. Comprising over 300 world-renowned faculty representing six continents, the School’s mission is to educate tomorrow’s business leaders, adopt an entrepreneurial approach to learning, conduct groundbreaking research, and deliver cutting-edge business consultancy to local, national and international clients.

As one of the top-ranked business schools in the country, W. P. Carey is internationally recognized for its leadership in business education and is highly regarded for its renowned faculty and their research productivity.

Learn more at http://wpcarey.asu.edu.

ASU Statement:
Arizona State University is a new model for American higher education, an unprecedented combination of academic excellence, entrepreneurial energy and broad access. This New American University is a single, unified institution comprising four differentiated campuses positively impacting the economic, social, cultural and environmental health of the communities it serves. Its research is inspired by real world application blurring the boundaries that traditionally separate academic disciplines. ASU serves more than 70,000 students in metropolitan Phoenix, Arizona, the nation's fifth largest city. ASU champions intellectual and cultural diversity, and welcomes students from all fifty states and more than one hundred nations across the globe.

ASU is a tobacco-free university. For details visit www.asu.edu/tobaccofree

Arizona State University is a VEVRAA Federal Contractor and Equal Opportunity/Affirmative Action employer. Women and minorities are welcomed and encouraged to apply. Arizona State University actively encourages diversity among its applicants and work force. For more information, please visit: https://www.asu.edu/aad/manuals/acd/acd401.html and https://www.asu.edu/titleIX/.

Employment Verification Statement:
ASU conducts pre-employment screening which may include verification of work history, academic credentials, licenses, and certifications.

Background Check Statement:
ASU conducts pre-employment screening for all positions which includes a criminal background check, verification of work history, academic credentials, licenses, and certifications. Employment is contingent upon successful passing of the background check.

Close Date:
Application deadline is March 13, 2017

Instruction to Apply:
Application packet consists of a cover letter, comprehensive vita or resume, and names, addresses, phone numbers and email addresses of 3 recent professional references. The application should be sent as a single (one) complete PDF file to Yahaira.Hernandez@asu.edu, ATTN: Job ID #11879.