

## **PhD position – University of Southern Denmark**

The Department of Marketing & Management invites applications for a 3-year position as PhD Student in International Business or International Entrepreneurship. The position is vacant from September 1, 2018 or soon after. The position is mainly located in Odense, but teaching may be required at the campus in Slagelse.

### **Job description**

The research area of International Business and International Entrepreneurship focuses specifically on the international business activities of small and medium-sized enterprises within the setting of an increasingly internationalized world. The research unit is engaged in two major research themes: International business and international entrepreneurship with special emphasis on international market relationships, entry modes, and performance, including the study of International New Ventures/Born Global Firms, also in regard to emerging markets. The goal of the research unit is to contribute to an improved understanding of the emergence and growth of firms in international markets, through the study of the organization of marketing and strategic activities both within the firm and through the interplay with other actors on the market.

As part of the PhD programme, an individual education programme within the field of marketing and management has to be completed. The successful candidate will be expected to complete a six-month stay at a research institution abroad and, over the period of the programme, to acquire experience of teaching or other types of presentation. He/she will also be expected to participate in the various activities within the research unit and - apart from the stay abroad - to be present at the unit on a daily basis.

Research within the Department is anchored in an understanding of the cooperation between markets, organizations and individuals. It encompasses a variety of areas from evolutionary models of organization to new exotic forms of consumption. It is the ambition of the Department to be in the international frontline in these areas and to seek synergy between research, teaching and knowledge dissemination. Research at the Department is organized in five research units. See the Department website [www.sdu.dk/imm](http://www.sdu.dk/imm) for more details.

Further information can be obtained from Head of Research Martin Hannibal email [mhk@sam.sdu.dk](mailto:mhk@sam.sdu.dk), phone [+4565503387](tel:+4565503387).

### **Application, salary, etc.**

Your employment as a Salaried PhD Research Fellow is governed by the agreement of 10 November 2015 on Graduate Employees in government appendix 5 - protocol on PhD Research Fellows. The scholarship runs for three years.

For more information on the department guidelines for qualification and recruitment please visit our [web](#).

An application must include:

- Detailed CV
- A certified copy of your master's degree certificate including all examination results
- Application form (please see below)
- A translation of grades according to the European ECTS system obtained in BA and MSc programmes

- A project description (max 5 pages of 2400 characters each, including spaces, notes, appendices, bibliography etc.) - the description should clearly specify the key research theme that the proposal is contributing to
- An abstract for the above project description of no more than 250 words
  - a. The abstract must clearly state the research area, objectives and methods of the project.
  - b. The abstract must contain a well-motivated suggestion for a supervisor among faculty at the Department of Marketing & Management - see list of employees [here](#).
- Information on teaching experience or other forms of knowledge communication, if relevant

When applying for a PhD scholarship, please fill in the application form available on our [web page](#). On the webpage of the PhD-school, you can find the [guidelines](#) for preparing your project proposal within the PhD programme in Business administration.

All non-Danish documents must be translated into English.

Applications will be assessed by a committee. When the evaluation committee has submitted its report, the applicant will receive the part of the evaluation that concerns him/her. The assessment report will subsequently be forwarded to the Head of Department who will assemble an appointments committee. The appointments committee will manage and complete the job interviews, should such be conducted.

Applications that are incomplete with regard to the above requirements will not be assessed by the committee.

The University wishes our staff to reflect the diversity of society and thus welcomes applications from all qualified candidates regardless of personal background.

As part of the overall assessment of the applicant's qualifications, an interview may be applied.

Applications must be submitted electronically using the link "Apply online". Uploaded files must be in Adobe PDF (unlocked) or Word format.

[Read the guideline for applicants](#)

Each field can only contain a single file of max. 10 Mb.

You can only apply for the position through our website [www.sdu.dk/en/service/ledige\\_stillinger](http://www.sdu.dk/en/service/ledige_stillinger).

Your application must be registered in our system on the 01/05/2018 at 23.59.59 CET at the latest.