

Since 1878, Western University has been committed to serving our communities through the pursuit of academic excellence and by providing students, faculty, and community members with life-long opportunities for intellectual, social, and cultural growth. We seek excellent students, faculty, and staff to join us in what has become known as the "Western Experience" - an opportunity to contribute to a better world through the development of new knowledge, new abilities, new connections, and new ways to make a difference.

The calendar description of undergraduate courses offered in our Department is available at <http://www.westerncalendar.uwo.ca>.

More information about the Richard Ivey School of Business can be found at <http://www.ivey.uwo.ca>.

Sales Foundations is a course designed for students who want to learn how to "sell" effectively. Topics include how to sell:

- Products or services in a sales or sales related role (B2B or B2C)
- A business idea to an investor
- A job opportunity to a new potential business partner, or job candidate
- Ideas to colleagues
- Yourself

Students will have the knowledge, skills, and strategies to be successful in a modern sales environment, with specific learning outcomes including:

- Know how to add value in a start-up or scale-up
- Get your first customers a an early-stage start-up
- Accelerate customer growth to break through growth plateaus
- Understand how to create a sales strategy, hire the right talent, and analyze/evaluate sales performance

You will be responsible for all activities associated with the successful delivery of the course, including but not limited to: developing, preparing, and delivering the course; setting and marking examinations, assessing the academic work of students, and reporting grades.

Candidates must be willing to undertake training as required by the Employer including, but not limited to, training in respect of health and safety, harassment and discrimination, and legislated service standards.

Unless otherwise noted, candidates must have a Master's degree (PhD preferred or be close to completion) and a demonstrated record of performance in university-level teaching. Applicants with a combination of education and diverse work experience will be given consideration. A demonstrated familiarity with case-based teaching and learning is preferred.

In submitting your application, candidates should attach a curriculum vitae and evidence of successful teaching, together with the names and contact information of qualified individuals who could be contacted about their teaching experience and ability.

In accordance with the Faculty Collective Agreement, consideration of applicants will include an

assessment of previous performance, experience, and qualifications, including qualifications which go beyond the requirements for the position. Applicants should have fluent written and oral communication skills in English.

Course offerings could be assigned to the workload of full-time faculty or to part-time faculty with seniority or preference rights in accordance with the Faculty Collective Agreement, or left unfilled based on operational/enrolment requirements. All positions are subject to budget approval

The University invites applications from all qualified individuals. Western is committed to employment equity and diversity in the workplace and welcomes applications from women, members of racialized groups/visible minorities, Indigenous persons, persons with disabilities, persons of any sexual orientation, and persons of any gender identity or gender expression.

Accommodations are available for applicants with disabilities throughout the recruitment process. If you require accommodations for interviews or other meetings, please contact Human Resources at hrhelp@uwo.ca or phone 519-661-2194.

Effective September 7, 2021, all employees and visitors to campus are required to comply with Western's [COVID-19 Vaccination Policy](#).

Recent Western graduates who are foreign nationals may be eligible to work on campus. Please refer to the Citizenship and Immigration Canada website under Post-Graduation Employment at <http://www.cic.gc.ca/english/study/index.asp>.