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JOBS IN BUSINESS SCHOOLS

Postdoctoral Position in Sales Research

Company:
IÉSEG School of Management

Location:
France / Lille

Discipline:
Sales Research

Employment Type:
Postdoctoral

Posted:
19/11/2026

Contact Person:
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1 POSTDOCTORAL POSITION IN SALES RESEARCH (Lille Campus)

IÉSEG School of Management invites applications for a temporary **24-month fully funded postdoctoral position** in sales research, starting in early 2027. The selected candidate will be on the Lille Campus and part of the Department of "Marketing and sales management".

ABOUT IÉSEG SCHOOL OF MANAGEMENT

IÉSEG holds the "**triple crown**" of international accreditations (AACSB, AMBA & EQUIS) and is a member of the "Conférence des Grandes Écoles". The School offers Bachelor, Master and Post-Graduate Degrees as well as Executive Education programs. IÉSEG is also one of the leading French business schools in terms of research. The IÉSEG Research Center is accredited by the French CNRS (National Center for Scientific Research). Our Lille Campus is in the heart of Northern France (within the triangle made up by London, Paris and Brussels), and our Paris Campus is located in the biggest European business district of "La Défense". More information on the school can be found here: www.ieseg.fr/en

ABOUT THE DEPARTMENT

The department of "Marketing & Sales Management" consists of over 35 full-time academic staff in the areas of Relational Marketing, Digital Marketing, Consumer Behaviour or International Marketing contributing to 3 majors, 3 apprenticeship programs and 3 Specialized Masters.

The department works on various research topics including the study of consumer behavior, branding, CRM and churn management, AI and analysis of "big data" sets allowing companies to

enhance their customer capital, international marketing, social media marketing, gaming, and negotiation within networks from a BtoC and BtoB perspective.

An overview of our diverse group of professors can be found here: Marketing & Sales Department

ABOUT THE POSITION

Research will be the main focus of the selected candidate as he/she/they will contribute to the vibrant research community at IESEG through their commitment to research excellence.

The selected candidate will join the Erasmus+ ERCULES project and study how changing sales roles and skill needs can inform vocational education and training across Europe.

ERCULES is developing CoVE Sales, a network of Centres of Vocational Excellence across six European countries. The network brings employers and education providers together to identify emerging sales roles and skills, co-design modular curricula and test inclusive approaches to training, including AI-supported learning.

Working with IÉSEG faculty and European consortium partners, the postdoctoral researcher will contribute to the following activities:

- Study how sales roles and skill requirements are evolving, with a focus on sales communication. Review research, help design studies, and collect and analyse data from employers, sales professionals and training providers.
- Use the findings to help define competencies and learning outcomes, co-design modular training materials and evaluate selected pilots. Contribute to project reports, help organise seminars and workshops, and share findings through conferences and publications.
- Develop a publication pipeline with faculty mentorship. The researcher is expected to submit several manuscripts based on their doctoral research and develop at least one project-related working paper co-authored with an IÉSEG faculty member.

The selected candidate is expected to hold a PhD in marketing, sales, management, or a related field, obtained within three years before the appointment starts, in line with the contract terms for this position.

Candidates should demonstrate strong qualitative or quantitative research skills, evidence of research potential through publications or working papers, and the ability to collaborate with academic and practitioner partners. Strong written and spoken English is required.

Experience in B2B sales, sales communication, vocational education, curriculum design or AI-supported learning is an advantage. Professional experience and knowledge of French are a plus, but not a requirement.

Finally, we are looking for candidates who embody our core values of **A**ccomplishment, **R**esponsibility, **I**ntegrity, **S**olidarity, and **E**ngagement, and fit our diverse and international culture in which 50 nationalities are represented. IÉSEG places tremendous value on diversity and inclusion, and we therefore encourage applications from all backgrounds. Underrepresented groups in academia (notably women, minority ethnic groups, people identifying as LGBTQIA+, people with a (non-)visible disability, and people from lower socio-economic backgrounds and/or economically developing countries) are particularly encouraged to apply, as we are highly committed to ensuring that IÉSEG reflects and benefits from the diversity present in society.

WORKING AT IÉSEG

The selected applicant is expected to begin his/her/their assignment in early 2027 at the earliest. The appointment is for 24 months. Gross salary is competitive with other European research and academic institutions. The researcher will be based on the campus of IÉSEG School of Management in Lille.

At IÉSEG, we are committed to providing a supportive and engaging work environment. To new faculty members (and their partner), we offer a wide range of resources to help them integrate into the country, culture and school, such as individualized French language courses, a relocation allowance, and housing search assistance. Moreover, all faculty members have access to a competitive salary, as well as benefits such as French social security, a complementary health insurance, meal vouchers, a profit-sharing plan, and a contributory pension scheme. Finally, the school actively promotes research, provides resources for active scholars (e.g., funding for conferences and data collection) and offers competitive financial bonuses for high-quality international peer-reviewed research publications.

JOIN IÉSEG!

Apply by filling out the application form available at:
https://recruitment.ieseg.fr/jobs/8770236-sales-research-postdoctoral-position?promotion=2304833-trackable-share-link-akadeus

When applying, please upload a **single pdf file** merging with the following documents:

- An updated CV including the date your PhD was awarded
- The names, affiliations, and email addresses of three references
- A cover letter explaining your interest in the ERCULES project and your relevant experience.
- Two representative working or published papers
- A brief research statement outlining your current work and how it connects to ERCULES

For any further question, please contact us by e-mail at permanentfaculty.recruitment@ieseg.fr

Please note that applications received by email will not be reviewed. They must be sent through the provided link.

THE APPLICATIONS WILL BE REVIEWED ON A ROLLING BASIS UNTIL THE POSITION IS FILLED.

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