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JOBS IN BUSINESS SCHOOLS

Faculty Openings in Management (focus on Negotiation / Leadership / Women in Leadership)

Company:
HEC Paris, Doha

Location:
Qatar / Doha

Discipline:
Management (focus on Negotiation / Leadership / Women in Leadership)

Employment Type:
Permanent Full-time

Posted:
08/05/2025

Contact Person:
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FACULTY OPENINGS IN MANAGEMENT (FOCUS ON NEGOTIATION / LEADERSHIP / WOMEN IN LEADERSHIP) (OPEN RANK)

HEC Paris, Doha is looking to strengthen its faculty team with outstanding researchers and teachers for the positions of Professor of Management with teaching and research interests and skills in Negotiation / Leadership – Women in Leadership /, largely defined. Our packages are very competitive, and we provide research support and access to the top firms and Governmental entities in the State of Qatar.

HEC Paris, Doha is a branch campus of HEC Paris and operates in close coordination with it and under the same standards of excellence. Our campus was established in June 2010 through an agreement between HEC Paris and Qatar Foundation, and our mission is to serve the needs of businesses established in the region through the development of Executive Education, and world class relevant research, and to do so with the excellence that is expected from HEC.

We are a world class school as acknowledged by the Financial Times, which ranked us as the top (#1) school in Europe and also ranked our Executive MBA #1 worldwide regularly.

We are consistently ranked among the world´s top schools in a wide variety of rankings and using a large number of metrics, including student satisfaction, goals achieved, and salary increase after our programs.

HEC Paris, Doha is part of Education City, a thriving academic community that also includes Carnegie Mellon University in Qatar, Georgetown University in Qatar, Northwestern University in Qatar, Texas A&M University at Qatar, Virginia Commonwealth University School of the Arts in Qatar, Weill Cornell Medicine–Qatar, and Hamad Bin Khalifa University.

Professors' responsibilities at **HEC Paris, Doha** are typically divided between **teaching**, **research**, and **service, but this position aims to hire world-class researchers**. The **teaching** responsibilities are mostly devoted to Executive Education in a variety of degree and non-degree programs, typically to top managers and high potential women and men. HEC Paris, Doha focuses exclusively on post-experience executive education, so a demonstrated history of achievements with this population is welcome.

We expect our professors to conduct original, thought-leadership and impactful **research** in their respective fields and publish it in a variety of ways, including books for practitioners, case studies, white papers, conference papers, and scholarly as well as professional journals. We encourage and value publications in the world´s top journals (FT 50 list and A lists in general) in different disciplines, and also pedagogical innovations that are relevant to the local and regional context. Evidence of success with impactful publications is welcome as well.

Professors are also expected to perform reasonable **service** activities, such as contributions of academic content to custom program proposals and support of sales presentations to boards, program direction, stakeholder dialogues with business and government entities, and designing as well as implementation initiatives to increase impact and ensure holistic learning.

The faculty of HEC Paris, Doha consists of:

- HEC Paris regular faculty based in France or worldwide, coming to Qatar and the Gulf to do research and teach.
- HEC Paris faculty in Doha are recruited under the sponsorship of Qatar Foundation to do research and service, as well as deliver executive education in both degree and non-degree programs.

The present announcement aims at building the faculty of HEC Paris, Doha and the position requires being based in wonderful and cosmopolitan Doha, the capital city of the State of Qatar.

HEC Paris, Doha offers a competitive compensation package including benefits (e.g., housing stipend, among others), and the generous income tax and VAT incentives provided by the State of Qatar.

Candidates are expected to have strong, world-class skills, and should be capable of engaging with senior executive audiences. They should also have earned a Ph.D. from world-class institutions and present evidence of research and teaching skills, as well as a strong desire to be at the frontier of knowledge in their disciplines through active scholarship. **The language of work and instruction is English.** Arabic and French, while very useful, are not required and we do not use them as criteria for selection.

We treat applicants with the highest standards of confidentiality. Applications are to be sent by email exclusively to: HEC Paris – Faculty Recruitment Team, at FacultyRecruitmentQatar@HEC.FR

Initial applications should include:

1. Motivation letter.
2. Full CV.
3. Evidence of excellence. (publications in FT50 journals and other A publications, and any other evidence of outstanding research, teaching, and/or service performance)

Applications will be studied on a rolling basis and will be open until filled. Potential candidates will be invited to visit us in Doha, and later to our main campus in Paris for interviews and presentations.

While we appreciate the efforts of all our candidates, only those selected for the next round will be contacted.

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