



UNIVERSITY OF LEEDS

CANDIDATE BRIEF

**Professor of Marketing, Marketing Department,
Leeds University Business School**



Salary: Grade 10 (competitive)

Reporting to: Head of Department

Reference: BUSMK1009

Closing date: 10 May 2026

Location: Main campus

We are open to discussing flexible working arrangements

Overview of the Role

Are you passionate about advancing world-leading research and delivering an outstanding student experience? Leeds University Business School (LUBS) is seeking an exceptional academic leader to join its Marketing Department as Professor of Marketing.

You will bring an internationally recognised research profile, excellence in teaching, and a strong record of academic leadership. Working within the Marketing Department, LUBS, and the wider University, you will provide intellectual leadership in marketing and contribute strategically to research development, teaching innovation, and academic management at departmental, faculty, and university levels.

We welcome applications from high-calibre scholars specialising in any area of marketing, including strategy, consumer behaviour, and modelling. You should demonstrate a sustained record of publication in world-class journals (e.g., FT50, Chartered Association of Business Schools Academic Journal Guide (AJG) 4*/4), alongside a robust and forward-looking research pipeline, including work under review or at revise-and-resubmit stage in similarly ranked outlets.

You will play an active role in strengthening the research direction and international reputation of the Marketing Department through high-quality scholarly outputs, research leadership, and collaboration. A strong command of both conceptual and empirical methodologies is essential, as is the ability to teach at postgraduate and doctoral levels.

The role includes supervising and chairing doctoral research, contributing to curriculum development, and supporting a research-informed teaching culture. Opportunities to contribute to Executive Education may arise, and experience of delivering executive seminars or participative workshops is desirable.

LUBS is internationally renowned for excellence in research and teaching across the full range of business disciplines. The Marketing Department is a globally renowned centre of excellence with considerable depth and momentum in research performance, offering programmes that combine academic rigour with real-world relevance. Members of the department publish in elite journals such as the Journal of Marketing, Journal of Marketing Research, and Journal of Consumer Research, among others.



The Leeds University Business School brings cutting-edge research and professional expertise into the classroom, creating a dynamic and impactful learning environment.

As a senior academic, you will help shape the future direction of the department, enhance its global standing, and contribute to LUBS's mission to deliver research and teaching that make a meaningful impact on business and society.

You will have a proven ability to integrate research and teaching to deliver an excellent student experience, alongside the organisational, collaborative, and communication skills required to build partnerships across disciplines and lead effectively in a complex academic environment.

Main duties and responsibilities

As Professor of Marketing, your main duties will include:

- Establishing and leading a world-class research programme that delivers high-quality outputs in leading internationally recognised journals (e.g. FT50, AJG 4*/4);
- Inspiring students through research-led teaching on undergraduate and postgraduate taught programmes, taking a lead role in the design and development of modules and degree programmes, and achieving consistently high levels of student feedback;
- Engaging with industry and policy stakeholders to generate research impact and income, including through contract research and knowledge exchange activity;
- Promoting the discipline of marketing and related fields, and enhancing the international reputation of both the discipline and the University;
- Representing the University externally by developing and sustaining networks, and by promoting links with Research Councils and other external organisations;
- Making a major contribution to the strategic academic development, direction, and leadership of the School, as well as contributing significantly to the University through its governance structures;
- Supporting and mentoring early-career academic and research staff to foster professional development and nurture academic talent;
- Attracting high-quality postgraduate research students and providing effective supervision that supports timely completion and strong employability outcomes;



- Delivering major initiatives and/or leading areas of work that enhance departmental, Faculty, or University performance;

These duties provide a framework for the role and should not be regarded as a definitive list. Other duties may be required, commensurate with the grade of the post.

Qualifications and skills

As Professor of Marketing, you will have:

- A PhD or equivalent doctoral qualification in marketing or a closely related discipline;
- An outstanding record of research and publication meeting international standards of academic excellence and impact, including papers published in elite journals (e.g. FT50, AJG 4*), within marketing or related business disciplines;
- A clearly articulated research agenda with a robust pipeline of high-quality work, including revise-and-resubmit manuscripts in leading journals (AJG 4/4*);
- A proven ability to integrate research with learning and teaching to deliver an excellent student experience, alongside experience in leading the development of modules or programmes;
- You have played a clearly identified role in obtaining the resources to successfully undertake significant research projects;
- A high-level track record of leading research programmes and shaping research, innovation, and impact agendas at national and international levels;
- Evidence of sustained and imaginative academic leadership, demonstrated through personal achievement and the development of colleagues;
- A strong record of effective teamwork and collaborative working;
- The capacity and willingness to take on a significant leadership role in the School development, with the ability to think strategically, anticipate emerging trends, and identify new opportunities;
- Excellent organisational and communication skills;
- A clear commitment to promoting and supporting equality, diversity, and inclusion within the School.

You may also have:

- Evidence of securing grant funding with the potential to obtain further external funding in the future;



- A record of engagement with external partners, including an established network of academic, industry, or policy collaborators;
- Experience of delivering executive education.

How to apply

You can apply for this role online; more guidance can be found on our [How to Apply](#) information page.

Your application should include:

- Cover letter (maximum of three pages of A4) - outlining how you will contribute to the teaching and research of the Department, including your short- and medium-term research plans and current work in progress;
- Examples of outputs - provide two outputs (either under submission or at an advanced stage of development);
- Curriculum vitae - detailing your qualifications, experience and most recent publications.

Contact information

To explore the post further or for any queries you may have, please contact:

Professor Josko Brakus, Head of the Marketing Department

Email: j.brakus@leeds.ac.uk

or

Professor Aristeidis Theotokis, Departmental Director of Research

Email: a.theotokis@leeds.ac.uk

Additional information

Find out more about the Marketing Department:

<https://business.leeds.ac.uk/departments-marketing> or [click here](#)

Find out more about the Centre of Global and Strategic Marketing Research Centre (GLOSMARC) at the University of Leeds:

<https://business.leeds.ac.uk/research-glosmarc>



Working at Leeds

We are a campus-based community and regular interaction with campus is an expectation of all roles in line with academic and service needs and the requirements of the role. We are also open to discussing flexible working arrangements. To find out more about the benefits of working at the University and what it is like to live and work in the Leeds area visit our [Working at Leeds](#) information page.

For research and academic posts, we will consider eligibility under the Global Talent visa. For more information, please visit [the Government's page, Apply for the Global Talent visa](#).

Our University and School

As an international research-intensive university, we welcome students and staff from all walks of life. We foster an inclusive environment where all can flourish and prosper, and we are proud of our strong commitment to student education.

At [Leeds University Business School](#) we work hard to ensure that our shared University values (collaboration, compassion, inclusivity and integrity) guide all our activities. We are committed to developing our culture so that we are able to work together to deliver our purpose to “make an exceptional impact on the economy, society and the planet”. We aim to do this by pursuing our goals of developing innovative solutions for society and building a community of responsible leaders.

Everyone at the Business School has a part to play in realising this vision - whether you are involved in education, research, external engagement or professional support. Everyone has skills, knowledge, talent and experience of value - we all have something to offer and we all have a part to play in contributing to collective success. This is at the heart of who we are and how we treat one another. We want all colleagues to feel excited about going to work, to feel valued, to be challenged, to feel part of something bigger and to have fun along the way. To make this a reality we expect all colleagues to champion our shared values, to help us to strengthen our culture and to contribute to our common purpose.

We are dedicated to diversifying our community and we welcome the unique contributions that individuals can bring, and particularly encourage applications from, but not limited to Black, Asian, people who belong to a minority ethnic community;



people who identify as LGBT+; and disabled people. Candidates will always be selected based on merit and ability.

Information for disabled candidates

Information for disabled candidates, impairments or health conditions, including requesting alternative formats, can be found under the 'Accessibility' heading on our [How to Apply](#) information page or by getting in touch by [emailing HR via hr@leeds.ac.uk](mailto:hr@leeds.ac.uk).

Criminal Record Information

Rehabilitation of Offenders Act 1974

A criminal record check is not required for this position. However, all applicants will be required to declare if they have any 'unspent' criminal offences, including those pending.

Any offer of appointment will be in accordance with our Criminal Records policy. You can find out more about required checks and declarations in our [Criminal Records](#) information page.

