



The Reutlingen Research Institute at Reutlingen University aims to fill the following vacancy as soon as possible

## Researcher (male/female/diverse) in the research group Doing Business in Africa

(Reference number 110/2022)

The research group investigates go-to-market approaches in Sub-Saharan African countries. The focus is on strategic and operational issues of companies. The research focus of this position is on the reasons for international sales of Ghanaian companies, sales and marketing issues of African and foreign companies as well as other issues on the topic around Doing Business in Africa.

### Your tasks

- Contributing to the further development of the research group's research activities
- Writing scientific publications
- Network development with companies, ministries, associations and international institutions
- Preparation, organisation and implementation of workshops and lectures
- Responsibility for the marketing activities of the research group

### Your profile

- Completed business/management studies or related fields Master degree or-doctorate/PhD. A focus on marketing and sales, international business, business development is an advantage
- Knowledge of qualitative and/or quantitative research methods
- Very good knowledge of written and spoken English; knowledge of French is an advantage; German is an advantage but not required for this position
- Ability to work in a team, high level of initiative and self-organization, willingness to travel
- People2People, organisational and communication skills

### What we offer

- Opportunity to conduct research on a current, innovative and challenging subject and region
- Regular travel within Europe and to countries in Subsahara-Africa
- Possibility of a cooperative PhD project with a partner university if meeting requirements
- Cooperation with Kiel Institute for the World Economy and integration into ESB Business School
- Wide range of opportunities for further training and qualification
- Full-time position and remuneration according to TV-L E 13, incl. 30 days of vacation and a minimum of 2 days mobile work per week
- Initially, the position is limited until 31.12.2024. A continuation of employment is intended

**General information:** We encourage persons with disabilities to apply, they will be given preferential consideration in the event of equal qualification.

**For enquiries:** Prof. Dr. Philipp von Carlowitz, tel.: +49 176-10352376,  
email: philipp.von-carlowitz@reutlingen-university.de, further information: <https://dba.esb-business-school.de/dba>

### Have we attracted your interest?

Then we look forward to your application with the usual documents by **01.12.2022** via our online application portal at <http://karriere.reutlingen-university.de>.  
Applications by post or e-mail cannot be considered.

