

# Instructor, Sales Marketing and Communications

## Applied Commerce and Management Education

Applicants are to clearly demonstrate how they satisfy the selection criteria in their written submissions and must identify the competition number they are applying for in the subject line of the email.

This competition may be used to establish a 12 month eligibility list of qualified candidates for future vacancies.

## DUTIES

Reporting to the Chair of Applied Commerce and Management Education, the Instructor will be responsible to teach Sales, Marketing and Communication related courses, delivered both online and in-class at both the Notre Dame Campus and Exchange District Campus in Winnipeg. Duties will include the preparation of course materials and assessments, instruction of students and evaluation of course materials. Duties related to instructing include: curriculum development and maintenance, preparing course outlines, maintaining student records, student evaluation, assisting in college activities including student orientation, graduation, and relevant committees.

## REQUIRED QUALIFICATIONS

- Post-secondary education in marketing, business or related field; an equivalent combination of education and experience may be considered
- Significant and progressive experience in Sales
- Demonstrated experience and success managing client relationships, preferably in business to business sales
- Proficient in the use of Client Relationship Management software
- Excellent negotiation and conflict resolution skills
- Exemplary written communication skills
- Excellent oral communication skills
- Strong presentation skills
- Exemplary interpersonal skills
- Demonstrated leadership skills
- Values Diversity, Equity, and Inclusion
- Commitment to lifelong learning

## ASSETS

- Demonstrated experience in Sales Team Management
- Graduate Degree
- Professional Certification (CSP or similar)
- Experience instructing in a post-secondary institution
- Experienced with online course development, online course delivery and alternative teaching methodology

## CONDITIONS OF EMPLOYMENT

- Applicants must be legally entitled to work in Canada
- This position may be required to work evenings and/or weekends
- Instructors are required to complete the Teaching for Learning (TFL) in Applied Education program or have previously completed the Certificate in Adult Education (CAE)

RRC Polytech campuses are located on original lands of Anishinaabe, Cree, Oji-Cree, Dakota, and Dene peoples, and on the homeland of the Métis Nation.

## COMPETITION NUMBER

2022-077

## CLOSING DATE

June 7, 2022

## SALARY

\$58,744 - \$87,246 per annum\*

\*The successful candidate with a Masters or PhD in a related field will receive an Educational Supplement of \$2,725 or \$5,450 per annum, respectively, pro-rated on an hourly basis

## POSITION LOCATION

Exchange District Campus  
(Winnipeg, MB)

## POSITION TYPE

Full-Time Position Available  
Anticipated Start August 15, 2022

## APPLY BY EMAIL TO

[humanresources@rrc.ca](mailto:humanresources@rrc.ca)

RRC Polytech is a leader in applied learning and innovation. Our talented team of employees is passionate about education, innovation and student success. We offer competitive salaries, extensive benefits and the opportunity for personal and professional growth in a rewarding career.

At RRC Polytech we are committed to fostering an inclusive environment, where all employees and students feel valued, respected and supported. We aspire to have a workforce that is representative of the diversity within our communities, and welcome applications from women, Indigenous persons, racialized persons, persons with disabilities, persons of all sexual and gender identities and others who may contribute to the further diversification of ideas. All qualified candidates are encouraged to apply; however, Canadians and permanent residents will be given priority.

If you require this information in an alternate format, please contact [humanresources@rrc.ca](mailto:humanresources@rrc.ca).



RRC Polytech is committed to providing accessible employment, and ensuring that our recruitment, assessment and selection process is barrier free. If a candidate requires accommodation during the hiring process, Human Resources Services will work with the individual to meet their needs. We thank all applicants for their interest, but only those selected for an interview will be contacted. For more information and other employment opportunities, visit [rrc.ca/hr](http://rrc.ca/hr)