

Postdoctoral Fellow in Sales Performance

The Faculty of Business at the University of New Brunswick (Saint John) invites applications for a postdoctoral fellowship position starting in April 2026 or earlier.

One full-time postdoctoral fellowship position in sales performance is available with the Faculty of Business at the University of New Brunswick's Saint John campus. The candidate will work under the supervision of the Chair of Applied Research in Sales on research design, execution, and dissemination of professional sales performance-related projects. The position is full-time and funded by external monies; the salary will be between \$50,000 - \$60,000 CAD per year (including benefits), commensurate with qualifications and experience. The postdoctoral appointment is for one year and may be extended based on funding availability.

The position will be part of the Atlantic Sales Performance Hub, an entity designed to enhance the region's economic competitiveness by enhancing the professional selling capabilities of its members through an integrated research and education agenda. In conjunction with the research chair, the position will translate under-researched, regionally important sales problems into appropriate and actionable research project designs, primarily using survey-based or experimental methods.

Required skills and experience:

- A PhD in marketing (ideally in a sales-related or B2B specialization) with expertise in quantitative methods
- Strong communication and writing skills.
- Ability to do independent research, as well as to work collaboratively with other team members.
- Ability to use SPSS, Excel and MS Word.

Helpful skills and experience:

- Familiarity with experimental and mixed methods (qualitative/quantitative) research.
- Comfort level using commercially available structural equation modelling and meta-analysis software packages.

Application Deadline:

January 30, 2026

To apply, please include your curriculum vitae and the following:

- Research experience (projects, publications, etc.)
- Two representative publications
- Proof of language proficiency (international applicants)
- Three letters of reference with contact information (email, address, phone) for each referee will be required for all candidates short-listed.
- Proof of early-PhD status (PhD must have been received within the last 5 years) will be required for all short-listed candidates

Send your application to:

Dr. Peter Kerr,

Director, UNB-Saint John MBA Program & Chair, Applied Research in Sales

Faculty of Business, University of New Brunswick – Saint John

Peter.kerr@unb.ca

This position is subject to the terms and conditions of the Collective Agreement negotiated between UNB and PSAC/PDF Local 60550. The University of New Brunswick is committed to employment equity, fostering diversity within our community, and developing an inclusive workplace that reflects the richness of the broader community we serve. We welcome and encourage applications from all qualified individuals, including women, visible minorities, Indigenous persons, persons with disabilities, persons of any sexual orientation, gender identity or gender expression. Preference will be given to Canadian citizens and permanent residents.

We thank all who apply; however, only those selected for an interview will be contacted.

[Learn more about UNB's Postdoctoral Program.](#)