

Karlsruhe Institute of Technology (www.KIT.edu) is a merger of the University of Karlsruhe and the Research Center Karlsruhe. It is a unique institution in Germany, which combines the mission of a university with that of a large-scale research center of the Helmholtz Association. With over 9000 employees and 25,000 students, and an annual budget of around EUR 850 million, KIT focusses on research, teaching and innovation.

The Chair of Management Accounting at the Institute of Management invites applications for the following position, starting January 1, 2019:

PhD Student at the interface of management accounting and marketing

The research will focus on marketing and sales in business markets and in particular on the role of customer value propositions. These express the benefits of a particular offering in financial terms for customers, making customer value propositions a form of interorganizational management accounting. This research is at the interface of management accounting and marketing, and experts from both areas will be involved in this research project.

The research will be based on survey data and possibly experimental data. Furthermore, field studies with firms are important to inspire the research ideas. You will also be involved in teaching tutorials and seminars in management accounting.

Your profile:

- Excellent academic results, and a Diploma or Master's degree in Industrial Engineering, Business Economics, or a related study program from a good university
- Good knowledge of topics in accounting and marketing
- Good research skills, preferably in surveys or experiments
- Enthusiasm and professional attitude in interacting with students and firms.
- Reliable and independent worker, careful, good team player
- Very good German and English language skills

We offer:

- Interdisciplinary research, supported by Professor Marc Wouters from Management Accounting and Professor Martin Klarmann from Marketing
- Full-time, three-year contract, remuneration based on the Collective Agreement for the Public Service Sector
- Possibility to obtain a PhD degree

KIT desires to increase the proportion of its female employees and therefore welcomes female applicants. Severely handicapped individuals are given preference in case of equal qualification.

Please send your application (only by email and preferably as one pdf file) to: **Karlsruhe Institute of Technology, Prof. Dr. Marc Wouters, Email: marc.wouters@kit.edu**. If you would like to know more about this opportunity, please contact Prof. Wouters by email or phone: +49 721 60841850.

