MODUL UNIVERSITY VIENNA
WKO PRIVATE UNIVERSITY

AUSTRIA'S LEADING INTERNATIONAL PRIVATE UNIVERSITY



MODUL University Vienna is an international private university owned by the Vienna Chamber of Commerce and Industry, the largest provider of private education in Austria. The university campus is located on Kahlenberg, a scenic hill with a spectacular view of the capital of Austria. Since 2007, MODUL University Vienna offers cutting-edge education (BBA, BSc, MSc, MBA and PhD study programs) in the areas of international management, new media technology, public governance, sustainable development, and tourism and hospitality management.

Spring Semester 2018 (February - June)

External Lecturer (m/f)

"Revenue Management & Distribution"

Job Description

- Study Program: BBA in Tourism, Hotel Management and Operations
  BBA in Tourism and Hospitality Management (Hotel Management Major)
- Course Name: Revenue Management & Distribution
- Course Type: Seminar (2h/week * number of groups), approximately two seminar groups
- Hours: Per group: 2 weekly hours (45min each) in a 15 week semester

- Course Objectives:
  The aim of this course is to develop students' understanding of the key concepts and principles of demand & supply, inventory management, pricing, distribution and profitable revenue management.

- Course content includes, but is not limited to:
  - Customer Knowledge and Consumer Behavior
  - Market Segmentation and Selection
  - Internal Assessment
  - Competitive Analysis
  - Economic Principles and Demand Forecasting
  - Reservations and Channels of Distribution
  - Dynamic Value Based Pricing
  - Channel & Inventory Management

Requirements

- Master or diploma degree in the field of social sciences and/or business administration from an accredited post-secondary educational institution
- Excellent written and spoken English (IELTS Score of 7.0 or equivalent - German is not a requirement as English is the working language)
- A proven track record of teaching this or similar subjects at an accredited post-secondary educational institution

MODUL University requires successful candidates to

- Contribute to the ongoing development of the courses by means of quality management tools.
- Apply innovative pedagogical methods in the classroom to facilitate learning for students with diverse backgrounds.
- Transport the university's values of education into the classroom.

We offer

- Independent working environment
- International team
- Workplace with an unbeatable view
- Remuneration of €127 per unit of Exercise (€3810 in total per group) before tax

Additional information on the study programs can be found online. For questions related to this position please contact the Dean of the undergraduate school, Dr. Florian Aubke (florian.aubke@modul.ac.at).

MU Vienna is an equal opportunity employer, committed to diversity within students and staff. We do not discriminate on the basis of disability, gender or gender expression, sexual orientation, age, social class, national origin, religion, ethnicity, race or color but encourage qualified women and/or members of underutilized minorities to apply.

Please send your application including cover letter and curriculum vitae to Mr. Robert Vukotic at robert.vukotic@modul.ac.at (in English, preferably as a single PDF file not exceeding 8 MB).