

TUM SCHOOL OF MANAGEMENT

**THE TECHNICAL UNIVERSITY MUNICH INVITES
APPLICANTS FOR THE FOLLOWING 7 POSITIONS.**

JOIN US AT OUR CAMPUS IN HEILBRONN:

MANAGEMENT OF SMALL AND MEDIUM-SIZED ENTERPRISES

(Assistant Professor with Tenure-Track)

We are seeking candidates whose research addresses critical questions relevant to family businesses and small and medium-sized enterprises within the field of management. Applicants should have a demonstrated ability to publish in leading academic journals (e.g., FT 50) and a pipeline of promising research projects.

We are open to diverse research areas, such as:

- Entrepreneurship & Innovation e.g., technology adoption such as artificial intelligence (AI), digital transformation, ecosystems
- Governance and ownership competence: e.g., examining the role of teams, CEOs, boards, and owners in firm resilience, innovation, and firm growth
- Management and decision-making for societal challenges: e.g., research on sustainable innovation, the human AI interface, as well as diversity and inclusion

We offer an outstanding scientific environment within the Global Center for Family Enterprise (GCFE) at the TUM Campus Heilbronn, providing access to a vibrant academic community and modern infrastructure.

PROFESSORSHIP IN THE FIELD OF AI APPLICATIONS IN MANAGEMENT

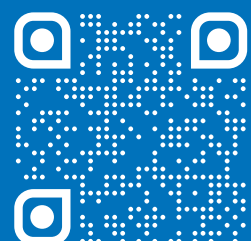
(Assistant Professor with Tenure-Track)

The TUM School of Management is seeking candidates whose research addresses managerial aspects of artificial intelligence (AI) in organizational settings—for example, how AI creates value or transforms decision-making processes.

Applicants must demonstrate their ability to publish in leading management journals (e.g., FT 50, UTD) and clearly position their research within one of the following fields:

- Finance and AI: e.g., AI in financial management and decision-making
- Operations and AI: e.g., AI in operations and supply chain management
- Marketing and AI: e.g., AI applications in marketing and customer engagement
- Innovation and AI: e.g., AI-driven innovation and new business models
- Behavioral Research and AI: e.g., behavioral aspects of AI use in organizations

We offer an outstanding collaborative research environment within the Center for Digital Transformation at the TUM Campus Heilbronn. Researchers benefit from strong collaboration opportunities across the TUM School of Management and from close ties to Heilbronn's dynamic innovation ecosystem.



PÉTER HORVÁTH ENDOWED PROFESSORSHIP OF MANAGEMENT ACCOUNTING AND ARTIFICIAL INTELLIGENCE (W3 Associate-Professor)

We are seeking experienced candidates who examine contemporary challenges of management accounting and how digital technology, in particular artificial intelligence, impacts managerial decision-making incentives, processes, and/or outcomes for individuals, the company, and/or society as a whole. The focus is on the application of digital technology for management accounting, while the development of new technology is not in the primary scope of the professorship.

Candidates should be eligible for a tenured professorship and have proven their ability to publish in FT 50 journals on contemporary management accounting topics.

We offer an outstanding interdisciplinary scientific environment within the Heilbronn Data Science Center (HDSC), with strong collaboration potential and latest research infrastructure.

WE WILL BE OFFERING NEW ASSISTANT PROFESSORSHIPS WITH TENURE TRACK AT OUR CAMPUS IN MUNICH.

TECHNOLOGY MANAGEMENT

We invite applications from scholars whose research and teaching focuses on **technology management**, broadly defined. Relevant areas of interest include **R&D strategy**, the **development and commercialization of new technologies**, and the **management of innovation within corporations, SMEs, and startups**. We particularly welcome work that addresses the strategic and organizational challenges of transformative technologies, including how firms adapt to their emergence, align their innovation efforts with business goals, and build strategies and capabilities to compete in **rapidly evolving environments**.

ENTREPRENEURIAL MANAGEMENT

We invite applications from scholars whose research and teaching focus on **entrepreneurial management**, broadly defined. Relevant areas of interest include the **creation of entrepreneurial ventures**, the **management of growth**, and the **renewal of established firms**. We particularly welcome work that explores topics such as **opportunity identification**—especially in technology-based contexts—organizing and leading entrepreneurial efforts in new and established firms, strategizing for growth, and promoting ethical and responsible practices in young and expanding enterprises.

OPERATIONS RESEARCH AND ARTIFICIAL INTELLIGENCE

We invite applications from promising candidates who exhibit strong potential for outstanding research and teaching in Operations Research in combination with AI. We particularly welcome applicants whose research focuses on developing new methods or innovative applications of OR/AI methods to relevant problems, e.g., in manufacturing, services, transportation, logistics, supply chains, and healthcare.

MARKETING

We invite applications from scholars whose research and teaching focuses on **marketing**, particularly with a focus on quantitative methods and technologies. Relevant areas include AI applications for marketing such as **generative AI for content creation, predictive analytics, social media, and human-AI interfaces**. We also welcome work on **emerging technologies** including VR/AR and immersive experiences, **platform economics**, **AI-powered marketing systems** using multi-modal data for markets and society.

Stay tuned: mgt.tum.de