EMERGENCY TA Job Posting: APS1035H: Technology Sales for Entrepreneurs Fall 2022

This job is posted in accordance with the CUPE 3902 Unit 1 Collective Agreement.

Job Posting Date:   **August 8, 2022**  
Application Deadline:   **August 18, 2022**

Position: Teaching Assistant APS1035 – Technology Sales for Entrepreneurs

**2 positions** - 25 hours each

1. Course Preparation: 10 hours  
2. Classroom: 10 hours  
3. Assignment Marking: 5 hours (Class of 20 students)

The TAs will assist in role play sessions where student teams are required to make a sales pitch to a client, negotiate a contract and conduct market research. The course is interactive and acting skills would be a bonus. TAs will only be required to attend three classes for role play activity plus external meetings to prepare for the sessions.

**Qualifications:** Experience or training in any/all of sales, negotiation, and marketing are preferred.

**Relevant criterion:** Previous experience is the more relevant criterion than the need to acquire experience in respect of this posted position.

**Rate of Pay:** Current TA rates: U/G: $47.1/hour; SGS I: $47.1/hour; SGSII: $47.1/hour

**Date of Appointment:** September 2022 – Dec 2022

For more information about this courses, see   [https://gradstudies.engineering.utoronto.ca/professional-degrees/elite-emphasis/](https://gradstudies.engineering.utoronto.ca/professional-degrees/elite-emphasis/)

Notes:  
1. TA position and hours posted are tentative, pending final course determination and enrollment.  
2. The Vice-Dean of Graduate Studies in the Faculty of Applied Science & Engineering has the sole authority to offer the above TA positions.  
3. CUPE 3902 Unit 1 Collective Agreement is available at [http://agreements.hrandequity.utoronto.ca](http://agreements.hrandequity.utoronto.ca)

Please submit your cover letter and CV as a single PDF file to David Duong,  
d.duong@utoronto.ca, by August 18, 2022

*The University strives to be an equitable and inclusive community, and proactively seeks to increase diversity among its community members. Our values regarding equity and diversity are linked with our unwavering commitment to excellence in the pursuit of our academic mission. The University is committed to the principles of the Accessibility for Ontarians with Disabilities Act (AODA). As such, we strive to make our recruitment, assessment and selection processes as accessible as possible and provide accommodations as required for applicants with disabilities. If you require any accommodations at any*
point during the application and hiring process, please contact uoft.careers@utoronto.ca. During employment, to request accommodation from the University, contact the supervisor or department chair and/or Health & Wellbeing Programs & Services at hwb@utoronto.ca. For more information about accommodations at U of T, please visit our Accommodation webpage.

The hiring criteria for Teaching Assistant positions are academic qualifications, the need to acquire experience, previous experience and previous satisfactory employment under the provisions of this Collective Agreement.

Candidates who are members of Indigenous, Black, racialized and LGBTQ2S+ communities, persons with disabilities, and other equity seeking groups are encouraged to apply, and their lived experience shall be taken into consideration as applicable to the position.

The University of Toronto is strongly committed to diversity within its community and especially welcomes applications from racialized persons / persons of colour, women, Indigenous / Aboriginal People of North America, persons with disabilities, LGBTQ2S+ persons, and others who may contribute to the further diversification of ideas.

This job is posted in accordance with the CUPE 3902 Unit 1 Collective Agreement.

The position(s) posted above is (are) tentative, pending final course determinations and enrolments.

Positions posted here are open to Graduate Students in the School of Graduate Studies, Postdoctoral Fellows and Undergraduate Students in the University of Toronto. Preference in hiring shall be given to Graduate Students enrolled in the School of Graduate Studies of the University of Toronto or those who have made application to be enrolled in the School of Graduate Studies of the University of Toronto.