



## **The PhD Project Hall of Fame**

### **2016 Honoree**

**Eli Jones**

**Dean**

**Texas A&M University**

*Eli Jones holds The Phd Project close to his heart, Dean Eli Jones is a Charter Member of the Marketing Doctoral Students Association. He has inspired so many by sharing his personal journey and insight. Through his involvement with the AMA Sales SIG, he has helped facilitate the attendance of The PhD Project doctoral students to the Sales SIG conferences. Serving as one of The PhD Project's greatest ambassadors, he has directed so many potential candidates to apply to attend the annual conference and worked with many of the doctoral students and junior faculty on the development of their research and their careers. Eli embodies the true meaning of a role model and mentor. He has gathered numerous awards in recognition of his multiple contributions.*

Dr. Eli Jones is Professor of Marketing, Dean of Mays Business School, and Lowry and Peggy Mays Eminent Scholar at his alma mater, Texas A&M University. From July 1, 2012 until June 30, 2015, he was Dean of the Sam M. Walton College of Business and the Sam M. Walton Leadership Chair at the University of Arkansas. From July 1, 2008 until June 30, 2012, he served as Dean of the E. J. Ourso College of Business and the E. J. Ourso Distinguished Professor of Business at Louisiana State University (LSU). Professor Jones was at the University of Houston for 11 years. There he was Assistant Professor, Associate Professor with tenure, Full Professor, Associate Dean for Executive Education Programs and, prior to that, the founding Executive Director of the Sales Excellence Institute at the University of Houston.

He has published in the Journal of Marketing, Journal of the Academy of Marketing Science, Journal of Personal Selling & Sales Management, Management Science, and Journal of Applied Psychology, among others. He has received Excellence in Teaching awards on the university, national, and international levels. He teaches strategic selling, advanced professional selling, key accounts selling, sales leadership, and marketing strategy at the undergraduate and MBA levels, and a Ph.D. seminar on marketing strategy. Before becoming a professor, Jones worked in sales and sales management for three Fortune 100 companies. Positions held include key account manager, key account executive (responsible for two of the Top 25 accounts in the U.S.), zone sales planning manager (responsible for sales in three states), sales manager, and zone sales manager designate.