

**Aaron Charlton**

Lundquist College of Business | University of Oregon  
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**ACADEMIC APPOINTMENTS**

Assistant Professor of Marketing Beginning Fall of 2019  
Illinois State University

**EDUCATION**

Ph.D., Marketing 2019 (expected)  
University of Oregon, Lundquist College of Business

M.B.A., Leadership and Entrepreneurship 2014  
Arizona State University, W.P. Carey School of Business

B.A., History (minor in Military Science) 2002  
Brigham Young University

**PUBLICATIONS UNDER REVIEW**

Charlton, Aaron and T. Bettina Cornwell (2019), "Authenticity in Horizontal Marketing Partnerships: A Better Measure of Brand Compatibility," advanced stage of review at *Journal of Business Research*.

**CONFERENCE PRESENTATIONS**

Cowley, Scott and Aaron Charlton (2019), "Examining Brand Heterogeneity Among Brand Social Media Responses to Community Positivity," Winter AMA Conference, Austin, TX, February 2019.

Cornwell, T. Bettina and Aaron Charlton (2016), "Developing a Measure of Promotional Partnership Authenticity" Summer AMA Conference, Atlanta, GA, August 2016.

Cornwell, T. Bettina and Aaron Charlton (2015), "Authentic partnerships in marketing: Measurement and roles in CSR" Global Fashion Management Conference, Florence, Italy, June 2015.

**TEACHING INTERESTS**

Digital Marketing, Marketing Analytics, Marketing Communications, Marketing Management

## TEACHING EXPERIENCE

Marketing Instructor, Lundquist College of Business, University of Oregon, 2015-2019

Course	Degree program	Sections taught	Instructor's role (average score)
Digital Marketing	business major (elective)	1	4.10/5.00
Marketing Management	business major	2	4.00/5.00
Marketing Principles	business minor	2	4.25/5.00

Full-time Missionary (Portuguese-speaking), Recife, Brazil, 1997-1999

The Church of Jesus Christ of Latter-day Saints

## PROFESSIONAL EXPERIENCE

**Digital Marketing Analyst/Manager**, Passport Health, Scottsdale, AZ, 2012-2014

Responsible for managing search engine ad campaigns (Google, Bing) for both corporate clinics and franchisee-owned travel immunization clinics (230 total locations). Secondly responsible for other aspects of digital marketing, including increasing on-page conversion, improving patient email campaigns, and search engine optimization. Also responsible for creating a paid service at corporate headquarters to manage franchisee ad campaigns, and marketing it to them. I hired and supervised one other analyst in this role.

**Marketing Manager**, Bio Huma Netics, Gilbert, AZ, 2010-2012

Responsible for all marketing communications and advertising for an agricultural chemicals producer that sold the majority of its products outside the U.S. (China, Turkey, Peru, etc.). I hired and supervised two people in this role. During my tenure, I was responsible for a major rebranding, the acquisition of new label-making equipment, and the creation of new websites.

**Digital Marketing Specialist** (Independent Contractor), 2007-2010

Managed search engine ad campaigns (Google Adwords and Bing Ads certified); optimized websites for improved search engine ranking; designed and built websites, mainly using the Wordpress platform. Clients mainly included local service companies and healthcare providers.

**Infantry Captain**, U.S. Army, 2002-2007

Led combat patrols as a platoon leader, responsible for 20 soldiers, four gun trucks and millions of dollars worth of equipment in both Afghanistan and Iraq; planned, coordinated and managed division-level training events at Fort Campbell, Kentucky; served as Iraqi forces liaison in Iraq; Airborne and Air Assault qualified.

## AWARDS AND RECOGNITIONS

Robin and Roger Best Research Award, 2016, 2018

AMA Sheth Doctoral Fellow, 2018

**ACADEMIC SERVICE**

Ad hoc reviewer: AMA academic conference proceedings Summer 2016, Winter 2019  
Faculty advisor for Google Online Marketing Challenge group, 2016

**PROFESSIONAL AFFILIATIONS**

American Marketing Association  
Society for Judgment and Decision Making

**CODING PROFICIENCIES**

R, HTML/CSS, MongoDB