

SAIF ULLAH QURESHI

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CAREER OBJECTIVE

To serve the organization with full devotion & sincerity that encourages talent and provides challenges and opportunities.

SKILLS

- Strong collaborator
- Computer proficient
- Interpersonal skills
- Hardworking
- Dedicated
- Student-centered learning

WORK HISTORY

Lecturer in Commerce

Central College- Bosan Road, Multan

17/06/2009- 16/11/2009

Visiting Faculty Member

Bahauddin Zakariya University, City Campus, Multan

17/08/2009 - 31/12/2009

Credit Analyst

Allied Bank Limited, Group Head Office, Multan

17/11/2009 – 14/12/2009

Lecturer in Business Administration

Department of Commerce, Bahauddin Zakariya University, Multan

15/12/2009 – 31/03/2016

Assistant Professor of Management Sciences

Department of Commerce, Bahauddin Zakariya University, Multan

01/04/2016 – to date

EDUCATION

Ph.D in Business Administration

NUST Business School, National University of Science & Technology, Islamabad

2018-to date

Course work completed-CGPA 3.75

MS in Business Administration

Institute of Management Sciences, Bahauddin Zakariya University, Multan

2014

MBA in Information Technology

Institute of Management Sciences, Bahauddin Zakariya University, Multan

2009

- Gold Medal

Bachelor in Commerce

Bahauddin Zakariya University, Multan

2006

TRAININGS

1. Completed one month training program named as " *Professional Competency Enhancement Program for Teacher (PCEPT)*" organized by Higher Education Commission, Pakistan
2. Two days Training on " *Lean Manufacturing*" organized by Professional Development Center, NUST, Islamabad, Pakistan
3. Four days training on " *Islamic Finance for Academicians*" organized by Center of Excellence of Islamic Finance, Institute of Business Administration, Karachi (22nd - 25th August, 2017)
4. 2-Day " *Curriculum Based Workshop on Commerce*" at Learning Innovation Division, HEC (November 1-3,2017)

ADMINISTRATIVE EXPERIENCE

- Program Coordinator, BS Accounting & Finance (2014 to 2018)
- Secretary, Departmental Purchase Committee (2017 to 2018)
- Focal Person, Information Technology (2015 to 2018)
- Incharge, Computer Lab (2013 to 2018)
- Program Coordinator M.Com (2010-2013)
- Incharge Examination (2012)
- Secretary Admission Committee for year 2014, 2017
- Member Admission Committee for year 2012 & 2013
- Member Departmental Examination Committee

RESEARCH PUBLICATIONS

1. Hassan, M. U., Hussain, F. Z., **Qureshi, S. U.**, Fatima, S., & Shahzad, F. A. (2012). Content Analysis of KSE Pakistan - 100 Index Companies Websites: A Marketing Perspective *International Journal of Academic Research in Business and Social Sciences*, 2(10).
2. Kouser, R., **Qureshi, S.**, Hassan M. & Usman, A., (2012) A survey on transfer pricing practices in manufacturing sector of Pakistan. *European Journal of Social Sciences*, (Vol.29 No.3), pp. 387-396
3. Kouser, R., **Qureshi, S.**, Shahzad A.F. Hassan, H., (2012) Factors Influencing the Customer's Satisfaction and Switching Behaviour in Cellular Services of Pakistan. *Interdisciplinary journal of research in business*. Vol 2, Issue 1, pp.15- 25.
4. Hassan, M. u., Mukhtar, A., **Qureshi, S. U.**, & Sharif, S. (2012). Impact of TQM Practices on Firm's Performance of Pakistan's Manufacturing Organizations *International Journal of Academic Research in Business and Social Sciences* 10(10).
5. Hassan, M. U., **Qureshi, S. U.**, Hasnain, A., Sharif, I., & Hassan, R. (2013) Market Orientation, Learning Orientation And Organizational Performance: Evidence From Banking Industry Of Pakistan Science International (Lahore) 25(4),873- 884 ISSN 1013-5316
6. Hassan, M. U., **Qureshi, S. U.**, Sharif, S, & Mukhtar, A. (2013). Impact of Marketing Strategy Creativity on Organizational Performance via Marketing Strategy Implementation Effectiveness: Empirical Evidence from Pakistani Organizations Middle-East Journal of Scientific Research 16 (2): 264-273, ISSN: 1990-9233, DOI: 0.5829/idosi.mejsr.2013.16.02.11641
7. **Qureshi, S. U.**, Ashfaq, J., Hassan, M. u., & Imdadullah, M. (2015). Impact of Extroversion and Narcissism on in Role and Extra Role Performance: Moderating Role of Impression Management Motives. *Pakistan Journal of Commerce and Social Sciences*, 9(1), 96-119.
8. Sharif, S., Mir, F. A., **Qureshi, S. U.**, & Yaseen, A. (2017). The Impact of Management Commitment to Ethics On Corporate Social Performance (CSP) and Organizational Citizenship Behavior (OCB): The Mediating Role of Employee CSR Perception. *Pakistan Journal of Social Sciences (PJSS)*, 37(1).
9. Abbas, M., Farooq, S., **Qureshi, S. U.**, & Hassan, I. e. (2017). Linkage of Pakistan Stock Market with Selected Developed and Developing Countries. *Pakistan Journal of Social Sciences (PJSS)*, 37(2), 494-511.
10. Raza, A., **Qureshi, S. U.**, & Abbas, M. (2018). Customer Satisfaction and Loyalty in Pakistani Islamic Banks: A PAKSERVE Investigation. *Pakistan Journal of Islamic Research*, 19(1), 173-185.
11. Abbas, M., **Qureshi, S. U.**, Ahmed, M. M., & Rizwan, M. (2018). CORPORATE GOVERNANCE AND DIVIDEND PAYOUT POLICY: MEDIATING ROLE OF LEVERAGE. *Pakistan Journal of Social Sciences (PJSS)*, 38(1), 62-86.
12. Abbas, A., **Qureshi, S. U.**, & Ibn-e-Hassan. (2018). Enhancing Entrepreneurial Intention of Secondary School Students: An Experimental Study of Pakistan. *Journal of Contemporary Management Sciences*, 4(1).

Conference Papers

1. Qureshi, S. U., Yaseen, A., & Ali, M. (2011). *Similarities, Differences and Emerging Trends in Higher Education Ranking Criteria: Using Interpretive Research for the Process Analysis of Critical Evaluation* Paper presented at the 1st International Conference on Business & Management, Pearl Continental Hotel, Lahore, Pakistan.
2. Abbas, A., Qureshi, S. U., & Ibn-e-Hassan. (2018). *Enhancing Entrepreneurial Intention of Secondary School Students: An Experimental Study of Pakistan*. Paper presented at the 2nd International Conference on Business, Economics & Education Management, Sukkur Institute of Business Administration, Sukkur, Pakistan.
3. Sanders, K., Kitt, A., Qureshi, S., Obaid, A., (2020). *Clear Job Description, HR System Strength, and Employee Innovation: Incorporating Non-Work Factors within the HRM Field* Paper presented at 2020 British Academy of Management, Conference in the Cloud

MASTERS THESES SUPERVISED

1. Abbas, A. (2017) *Enhancing Entrepreneurial Intention of Secondary School Students: An Experimental Study*. (August 2016 to August 2017)
2. Zafar, Z. (2017) *Leadership behaviors and business performance: A study of banking sector of Pakistan*. (August 2016 to August 2017)
3. Raza, A. (2017) *Customer satisfaction and loyalty in Pakistani Islamic banks: A PAKSERVE Investigation* (April 2016 to April 2017)
4. Asghar, U. (2017) *Antecedents and Consequences of Employee Engagement, Organizational Commitment and Job Satisfaction in Service Sector of Pakistan*. (April 2016 to April 2017) **(Paper is under review)**
5. Saeed, M. (2018) *POLQUAL – Measuring Service Quality in Punjab Police (Front Desk Initiative)*
6. Raza, M.A (2018) *Determinants of Locational preferences of SMEs in food Sector*.

RESEARCH TOOLS

- SPSS 21
- EndNote (x7)
- Mendeley
- MegaStat
- AMOS

HONORS & AWARDS

- Highly Commended Paper Award by British Academy of Management Conference 2020
- Gold Medal in MBA
- 2nd Position throughout Punjab (Province) in D.Com

Google Citations

- Citations 253
- h-index 6
- i10-index 6

References:

Will be furnished on request