

# 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