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# Saif Ullah Qureshi

## Objective

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

## Work experience

**Dec 2009 to Date**      **Dept. of Commerce, Bahauddin Zakariya University, Multan**

**Lecturer in Business Administration**

**Academic Assignments: Courses Teaching**

- Financial Accounting
- Managerial Accounting
- Total Quality Management
- Operations & Production Management

**Administrative Assignments**

- Program Coordinator M.Com
- Coordinator Internship & Placement
- Member Admission Committee
- Member Course Allocation Committee
- Member Departmental Examination Committee

**Nov 2009 to Dec 2009**      **Allied Bank Ltd. Group Head Quarter, CII**      **Multan**

**Credit Analyst**

SME Department

- Preparation Financials of organizations
- Evaluation of Risk
- Preparation of Credit Approvals Reports

**Jan 2009 to Dec 2009**      **Institute of Management Sciences, BZU**      **Multan**

**Visiting Faculty Member**

Courses Taught

- Financial Accounting
- Economic Analysis

## Education

**2006-2008**                      **Institute of Management Sciences, BZU,**                      **Multan**

### **MBA**

- Gold Medal in MBA obtaining 4.07/5.0 CGPA

**2004-2006**                      **Bahauddin Zakariya University,**                      **Multan**

### **B.COM**

- 1<sup>st</sup> Position in College

## Awards received

- Gold Medal in MBA
- Best student of the College Award for year 2005
- 1<sup>st</sup> Position in B.Com in College
- 2<sup>nd</sup> Position in D.Com I throughout Punjab

## Research

1. 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
2. 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.
3. 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).
4. 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).
5. 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: 10.5829/idosi.mejsr.2013.16.02.11641

6. 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*
  
7. Presented Research Paper in International Conference on Business & Management 2011 organized by UMT, Lahore- Title: *“Similarities, Differences and Emerging Trends in Higher Education Ranking Criteria: Using Interpretive Research for the Process Analysis of Critical Evaluation “*

#### **Training**

Completed one month training program named as” *Professional Competency Enhancement Program for Teacher (PCEPT)*” organized by Higher Education Commission, Pakistan

#### **References**

Will gladly be provided on request