

SAIF ULLAH KHAN

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PROFESSIONAL SUMMARY

Accomplished academic professional with an MBA (Marketing) and M.Phil. in Public Administration and over 15 years of teaching and research experience at the most esteemed institutions in Pakistan. Proficient in data science, and machine learning with extensive expertise in experimental design and quantitative methods. Committed to creating an engaging learning environment and driving academic excellence through innovative research initiatives. Currently seeking opportunities to undertake cutting edge quantitative and experimental research on cross cutting themes on technology, marketing and policy.

EDUCATION

M.Phil. Public Administration, 10/2018

University of Peshawar - Peshawar, Khyber Pakhtunkhwa, Pakistan

4.0/4.0 CGPA

Thesis Title: **Determinants and Dimensions of Citizen's Trust in Khyber Pakhtunkhwa.**

Field of Specialization: **Institutional Development.**

Class Topper with **Scholastic Honor.**

MBA Marketing, 05/2005

Institute of Management Sciences - Peshawar, Khyber Pakhtunkhwa, Pakistan

3.7/4.0 CGPA

Degree Awarded with **Scholastic Honor.**

BBA (Hons.) Marketing, 05/2004

Institute of Management Sciences - Peshawar, Khyber Pakhtunkhwa, Pakistan

3.4/4.0 CGPA

Merit Scholarship, 2001 from Institute of Management Sciences.

Higher Secondary School Certificate Higher: 05/2000

Nisar Shaheed Degree College - Risalpur, Khyber Pakhtunkhwa, Pakistan

First Division

Secondary School Certificate: 05/1998

Gov't High School - Kheshgi Payan, Nowshera, Pakistan

First Division

EXPERIENCE

LECTURER 01/2008 to Current

University of Peshawar, Peshawar, Pakistan

LECTURER 01/2006 to 01/2008

Qurtuba University of Science and IT, Peshawar, Pakistan

RESEARCH OFFICER 01/2006 to 01/2006

Innovative Marketing Services, Peshawar, Pakistan

ASSOCIATE RESEARCHER 01/2004 to 01/2004

Innovative Marketing Services, Peshawar, Pakistan

ACADEMIC DUTIES

- Coordinator Research and Development, Center Social Innovations (CSI), University of Peshawar
- Coordinator, Three Months Professional Development Program (Five Batches)
- Coordinator Public Administration Program
- Editor in Chief, The Administrator, Magazine of the Institute of Management Studies (IMS), University of Peshawar
- Patron, Association of Students of Public Administration
- Examiner, Affiliate Institutes and Business Schools, University of Peshawar
- Examiner, City University of Science and IT - Peshawar
- Examiner, Institute of Management Science - Peshawar
- Visiting Faculty, Sarhad University of Science and IT - Peshawar
- Visiting Faculty, National College of Science - Peshawar
- Visiting Faculty, Institute of Management Sciences - Peshawar
- Guest Speaker, "Monitoring and Evaluation of Development Projects" and "Impact Analysis", Pakistan Provincial Services Academy - Peshawar
- Guest Speaker, Workshop on Proposal Writing, University of Engineering and Technology Peshawar, Pakistan Science Foundation

PUBLICATIONS

- Riaz, S., Ansar, M., Sajjad, H., Shabbir, A., Khan, S. U., Effect of Influencer Marketing and Peer Pressure on Compulsive Buying Behavior through Panic Behavior Disorder: Empirical Evidence from Cosmetic Industry of Pakistan, Journal of Policy Research, 9, 1, 279-296, 01/23
- Saeed, I., Khan, S. U., Qadir, G., Khan, M. N., Interactive Effect of Extraversion and Perception of Organizational Politics on Job Outcomes, Journal of Administrative & Business Studies, 2, 1, 92-109, 01/17
- Saeed, I., Khan, S. U., Qadir, Din, U.J., How Workplace Spirituality Moderates the Relation between Job Overload and Job Satisfaction: An Empirical Evidence, Journal of Administrative & Business Studies, 2, 1, 65-83, 01/16
- Saeed, I., Khan, S. U., Qadir, Khattak, Q., Effect of Psychological Capital and Emotional Intelligence on Employee's Job Performance, Journal of Business and Tourism, 3, 2, 121-138, 01/17
- Saeed, I., Qadir, G., Khan, S. U., The Effect of Personality Traits on Organizational Commitment: Moderating Role of Distributive Justice: A Case of Public Sector Female Colleges of District Peshawar, Journal of Business and Tourism, 2, 1, 146-156, 01/16
- Younas, M., Khan, S. U., Qadir, G., Saeed, I., Effect of Organizational Justice on Turnover Intention: Mediating Role of Employee Motivation, Journal of Business and Tourism, 1, 2, 99-112, 01/15
- Saeed, I., Khan, S. U., Qadir, G., Ullah, H., The Effect of Authentic Leadership on Job Outcomes and Organizational Innovation: The Mediating Role of Psychological Empowerment, Journal of Business and Tourism, 1, 1, 24-40, 01/15
- Khan, S. U., Khan, S. A., Wazir, I., Diagnostic Model Approach to Brand Portfolio Management, Journal of Humanities and Social Sciences, XVI, 1, 88-97, 01/08
- Khan, S. U., Mufti, O., The Hot History and Cold Future of Brands, Journal of Managerial Sciences, 1, 1, 75-84, 01/07

CONFERENCES

- The effect of trust and satisfaction on the growth of micro and small enterprise development, First International Conference on Social Sciences and Humanities (ICSS&H), 04/25 - 04/27/18, Lahore, Pakistan
- The effect of life satisfaction on political trust under the effects of gender and trust in religious institutions, First International Conference on Social Sciences and Humanities

(ICSS&H), 04/25 - 04/27/18, Lahore, Pakistan

- Driving on different Roads of Empowerment; Case study of two Business Schools, 3rd International Conference on Management and Artificial Intelligence - ICMAI 2013, 04/08 - 04/09/13, Bangkok, Thailand
- Patterns of Innovation: A Case Study of US Pharmaceutical Industry, International Conference on Innovation, Management and Service, 01/11, Singapore

TRAININGS DELIVERED

- Supply Chain Management for Health Professionals in Government Sector in Khyber Pakhtunkhwa - 3 Days, Three Batches
- Enterprise Development Training under Youth Empowerment Project, United Nations Development Program and Hashoo Foundation, 4 Days - One Batch
- Report Writing for FATA-DA employee, 4 Days - Two Batches
- Enterprise Development for Network of Women Entrepreneur (NOWE), 5 Days
- Basic Marketing for Small Enterprises Khwendo Kor, Peshawar, 3 Days
- NGO Management - Certificate Program, 4 Months - Five Batches

TRAININGS RECEIVED

- Massive Open Online Course and Artificial Intelligence, Shaheed Benazir Bhutto Women University, Peshawar, one month
- Program Evaluation Methods, Andrew Young School of Public Policy, Georgia State University, Istanbul, Turkey, 6 days
- Program Evaluation in Pakistan, Andrew Young School of Public Policy, Georgia State University, Dubai, UAE, 3 days
- 2015 University Partnership in Business Administration in the KP Province, Gatton College of Business Administration, University of Kentucky, Islamabad, Pakistan, 4 days
- Second Tuning for Business Administration, Gatton College of Business Administration, University of Kentucky, Islamabad, Pakistan, 4 days
- First Tuning for Business Administration, Gatton College of Business Administration, University of Kentucky, Islamabad, Pakistan, 3 days
- Decision Making in Complex and Uncertain World, University of Groningen, Netherlands, 6 weeks
- Public Health Supply Chain Management Course, USAID Global Health Supply Chain Program, 3 days
- Public Health Supply Chain Management Course, University of Health Sciences - Lahore 3 days (30 CME Hours)
- In - Service Certificate Program for (Session 2017) for Faculty of University of Peshawar, Center for Human Resource and Career Development, University of Peshawar - Peshawar. 4 Weeks
- Bright Ideas, Shell Tameer, Peshawar, Pakistan, 1 day

IMPACT ASSESSMENT STUDIES

- **Evaluation of Girl's Stipend Program in Khyber Pakhtunkhwa** *October 2014 - December 2014*
- **Evaluation of Southern Area Development Project** *October 2014 - December 2014*
- **Impact Assessment Study of Peshawar Uplift Program** *October 2014 - December 2014*
- **Joint Assessment Study of Community Mid Wife and Lady Health Visitor Projects** *May 2014 - May 2015*

Lead Researcher

PCNA - Khyber Pakhtunkhwa, The World Bank

Prepared the Survey Design, Prepared the Research Tools, Pilot Tested the Survey Tool, Supervised the Survey and Development and Supervision of Data Collection Plan, Used Quantitative Techniques to analyze data, and Prepared the Final Report.

- **Evaluation of the Impact of Bus Rapid Transport on the Citizen of Peshawar, Pakistan**

March 2016 - May 2018

Lead Researcher

Independently Sponsored Study

Prepared the Survey Design, Prepared the Research Tools, Pilot Tested the Survey Tool, Supervised the Survey and Development and Supervision of Data Collection Plan, Used Quantitative Techniques to analyze data, and Prepared the Final Report.

- **Assessment of the Impact of Tourism Police on the Revisit Intentions of Tourist to Swat Valley, Pakistan** August 2018 - March 2018

Lead Researcher

Independently Sponsored Study

Prepared the Survey Design, Prepared the Research Tools, Pilot Tested the Survey Tool, Supervised the Survey and Development and Supervision of Data Collection Plan, Used Quantitative Techniques to analyze data, and Prepared the Final Report.

RESEARCH PROJECTS

- **Citizen Trust Survey of Khyber Pakhtunkhwa**

Lead Researcher

PCNA - Khyber Pakhtunkhwa, The World Bank

August 2014 - October 2014

Prepared the Survey Design, Prepared the Research Tools, Pilot Tested the Survey Tool, Supervised the Survey and Collection of Data from 5,000 Respondents, Used Quantitative Techniques to analyze data, and Prepared the Final Report.

- **Citizen Trust Survey of Federally Administered Tribal Areas**

Lead Researcher

PCNA - Khyber Pakhtunkhwa, The World Bank

March 2015- May 2015

Prepared the Survey Design, Prepared the Research Tools, Pilot Tested the Survey Tool, Supervised the Survey and Collection of Data from 3,000 Respondents, Used Quantitative Techniques to analyze data, and Prepared the Final Report.

- **Cluster Mapping of Pakistan's Marble Sector (NWFP)**

Research Officer

European Union and Pakistan Financial Services Sector Reform Program (PFSSRP)

January 2006 - August 2006

Preparation of research design, data analysis, preparation of report, coordinating the final stakeholder's workshop and making presentation on behalf of Mardan Chamber of Commerce and Industries. Keeping coordination with the sponsors.

- **Center Assessment Study of Choudwan Zam (D. I. Khan) and Market Assessment Study of D. I. Khan and Paroa Market, Pakistan**

Associate Researcher

Project of Livelihood Improvement (PLI) of Swiss Agency for Development and Cooperation

January 2004 - April 2004

Preparation of proposal. Preparation of Research Design (both in scientific research and PRA techniques) conducting field work as the lead researcher, preparation of Center Assessment study and market assessment studies, debriefing in PLI Yearly Plan of Operation (YPO) workshop. Keeping coordination with the sponsors.

ONLINE TRAININGS AND CERTIFICATIONS

- **Business Strategy (Specialization)**, University of Virginia through Coursera <https://coursera.org/share/930ab63e1858d590d64868ce033d6bd2>
- **Framework for Data Collection and Analysis**, University of Maryland through Coursera <https://www.coursera.org/account/accomplishments/certificate/WZGRFR2UXNNB>
- **Data Collection: Online, Telephone and Face-to-face**, University of Michigan through

Coursera

<https://www.coursera.org/account/accomplishments/certificate/PHAM7LU77322>

- **Foundations of Data Analysis**, UTAustinX,
<https://verify.edx.org/cert/2703b85631034cc2ba9b821bb2246685>
- **Introduction to R Programming for Data Science**, IBM through Coursera
<https://coursera.org/share/9c7021b1048092b6a8a4e0a653802c55>
- **Excel Basics for Data Analysis**, IBM through Coursera
<https://coursera.org/share/24bd4c9e6923156aee2686d0bd62a2ed>
- **Data Visualization and Dashboards with Excel and Cognos**, IBM through Coursera
<https://coursera.org/share/625e627c6cfbe72ff8fec088c31cf55b>
- **Data Science Methodology**, IBM through Coursera
<https://coursera.org/share/Def3bd7a9d765d1413eef91953ffa4b2>
- **Introduction to Data Analytics**, IBM through Coursera
<https://coursera.org/share/58af7a6df9ae33b3b52df0e9584df1b5>
- **Tools for Data Science**, IBM through Coursera
<https://coursera.org/share/2c6c3d782f9fdc2fd47b379abde2bdd0>
- **Linear Regression and Modeling**, Duke University through Coursera
<https://www.coursera.org/account/accomplishments/certificate/UQSUW8E5UD4V>
- **Python for Data Science, AI & Development**, IBM through Coursera
<https://coursera.org/share/abfd21f71fbec7d1336deba595e13978>
- **Challenges of Global Poverty**, J-PAL, MIT, USA, through EdX
<https://verify.edx.org/cert/2703b85631034cc2ba9b821bb2246685>
- **Configuring the World: A critical Political Economy Approach**, Leiden University
- **Challenges of Global Poverty**, MITx through EdX
<https://verify.edx.org/cert/336804becf9642dab1ef0e6f8e41da44>
- **Engaging Citizens: A game changer for development**, World Bank

SKILLS

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| • MS Office | • Statistical Packages such SPSS and STATA |
| • Python Programming Languages | • R-Programming Language |
| • Course and Degree Design | • Design of Experiments |
| • Academic Research | • Academic Writing |
| • Grant Writing | • Project Planning and Implementation |

LANGUAGES

English: Proficient	C2	Urdu: Proficient	C2
Pashto: Proficient	C2		

AFFILIATIONS

Peshawar University Teachers Association

REFERENCES

To be furnished when required.