

EDUCATION & CREDENTIALS

PhD. Business Administration IQRA University, Islamabad, Pakistan
Dissertation Title: Linking Intrapreneurial Characteristics with Intrapreneur's Performance
(2012 - 2021)

MSc Business Management. Graduate School of Business, UNI. OF STRATHCLYDE,
Glasgow, UK (2005 - 2006)

Masters in Business Administration (MBA). International Islamic University Islamabad,
Pakistan (2001 - 2002)

Bachelors in Business Administration (BBA). International Islamic University Islamabad,
Pakistan (1998 - 2001)

PROFESSIONAL EXPERIENCE (ACADEMIC)

COMSATS UNIVERSITY (PAKISTAN) Department of Management Sciences

Lecturer

July 2009 to April 2011

Assistant Professor

April 2011 to date

Conducting Courses of Contemporary issues in HRM, Principles of Management, Organization Behaviour, Entrepreneurship & Small Business Management, Human Resource Management and Compensation and Benefits Management to undergraduate and post graduate students.

PUNJAB UNIVERSITY (PAKISTAN) Department of Management Sciences Visiting Faculty Member

Feb 2009 to date.

Conducted Course of Corporate Governance for two batches to undergraduate students.

(CORPORATE)

NATIONAL AUSTRALIA GROUP (UK) Account Management Services Financial Services Administrator

June 2007 - June 2008

Processing cheques to identify fraudulent cases efficiently, accurately and within standards and referring detections to the anti fraud cell of the bank, Coordinating and communicating with all branches to identify potentially fraudulent cases, Maintaining service standards, on job training to new employees.

Key contributions:

- As a member of newly formed team, successfully reduced the volume of communication required for verification of potentially fraudulent cheques by 50% through changes in the criteria and procedure.

Al-Riaz Rice Mills (Pakistan) Marketing Department Assistant Manager Marketing

Sep 2002 - Jan 2004

Close liaison with international clientele to determine customer requirements and gather feedback on product and quality standards, communicating with procurement,

production and logistics department to ensure that the supply chain process ran smoothly, efficiently and to tight timescales.

Key contributions:

- Participated with team in successful processing of a crash order of 125 containers of merchandise for Europe within 45 days which involved production outsourcing to 4 different rice processing units, province wide procurement of paddy involving four transportation and custom clearance agencies.
- Launched a quarterly newsletter encompassing indigenous and international Basmati Rice market conditions including forecasts, threats, competition, changes in public and monetary policies etc. to keep the customers well informed about the market trends and identifying potentials with reassertion of product and services offered by my firm.

Research

PUBLICATION:

1. Khan, Z., Hussain, J., Saboor, M. J., Ali, S., & Muhammad, N. (2022). Association among Number of Papers and Engagement in Additional Duties of Faculty Members with Research Output in University of Malakand. *Journal of Policy Research*, 8(3), 494-497.
2. Saboor, M. J., Yasmin, R., Paracha, A. T., & Amin, S. (2020). Linking Intrapreneurial Skills With Intrapreneur's Performance: Mediating Role Of Rewards. *International Journal of Management*, 11(08).
3. Saboor, M. J., Yousaf, I., & Paracha, A. (2020). Entrepreneurial Passion and Intention: Creativity and Perceived Behavioral Control as Mediators. *Journal of Managerial Sciences*, 14.
4. MJ Saboor, H Manzoor, A Paracha, ZH Jamali (2020) Entrepreneurial Orientation, Online Credibility, and Online Performance: Evidence from SMEs in Pakistan *KASBIT Business Journal*. 13(1), 160-180
5. Paracha, A. T., Shakeel, W., Azeem, M. F., & Saboor, M. J. (2020). Critical Organizational Learning For Cost Leadership Strategy And Performance: Study Of Telecom Sector In Pakistan. *International Transaction Journal Of Engineering, Management, & Applied Sciences & Technologies*, 11(2), 1-16.
6. Paracha, A. T., Mahmood, S., Saboor, M. J., & Malik, S. (2019). Evidence of moderating role of organizational culture among strategic alliances and organizational performance. *Journal of Managerial Sciences*, 13(4), 74-82.
7. Ahmed, W. S., Saboor, M. J., Paracha, A. T., & Azeem, M. F. (2019). Does the 'Good' performance Measures Show Consistency Across Time Horizons? Application of OLS and Fisher-Z Transformation Method on Mutual Funds Categories of Pakistan. *International Transaction Journal of Engineering, Management, & Applied Sciences & Technologies*, 10(17), 1-17.
8. Ahmed, W. S., Paracha, A. T., Sheikh, J., Azeem, M. F., & Saboor, M. J. (2017). An Empirical Study on Selecting Partially Equivalent (PE) Benchmarks for Mutual Funds Categories in Pakistan: ANOVA Approach. *The Nucleus*, 54(3), 181-189.

Supervised Research Projects:

- Integrated Marketing Communication Plan for PATCO (Pvt.) Ltd.
- Organizational Analysis of PATCO (Pvt.) Ltd. Using Strategic Tools Mix.
- Sensory Marketing in Food Retail Industry of Islamabad.
- E-Business Marketing Proposal of Mobilink GSM.
- Integrated Marketing Communication Plan for CIIT.
- Consumer Attitude towards Advertisement Regulation of Pakistan, Study focusing Islamabad.
- Effect of Brand Awareness and Perceived Quality on Brand Loyalty in FMCGs; A case of twin cities of Pakistan.

REFERENCES

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Islamabad, Pakistan.

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Department of Management Sciences,
COMSATS University Islamabad, Park Road,
Islamabad, Pakistan.

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