

PRODIP KUMAR BORMAN

MERCHANT ACQUIRING

Purbachal-17, Uttar Badda, Gulshan, Dhaka -1212

Phone : +8801722814365 | Email : prodipkumar07091992@gmail.com



SUMMARY

Experienced Merchant Acquiring Specialist with a strong background in payment processing, merchant onboarding, and relationship management. Skilled in acquiring new merchants, negotiating contracts, and ensuring compliance with regulatory requirements. Proven ability to analyze market trends, drive sales growth, and enhance merchant satisfaction. Adept at working with POS systems, digital payments, and risk assessment to optimize transaction efficiency.

TECHNICAL SKILLS

New customer Acquisition. Portfolio Growth. Team collaboration.
Achieving sales Goals. Exceptional customer service.
Relationship Building. Reporting and process coordination.

EXPERIENCE

Relationship officer , Islami Bank Bangladesh PLC **29 Nov 2022 - Present**

Address: Head Office 39 Dilkusha, C/A 2nd floor, Motijheel, Dhaka-1000

- Responsible to acquire Pos, QR and Mobile Merchant.
- Responsible to ensure extensive field visit for finding potential merchants.
- Responsible for achieving the monthly target. Responsible to support Merchants.
- Discount and 0% EMI partners (New And Renewal).

Assistant Relationship officer , Dutch Bangla Bank PLC **1 Sep 2018 - 30 Sep 2020**

- Direct sales & marketing asset liability. Supervise Daily Sales & Tare Marketing Activities .
- Sales Banking product, loan Credit Card and other Relevant Product.
- Analysis of financial status to evaluate the credit worthiness alien.

EDUCATION

Master of Business Administration (MBA)	Accounting	Kurigram Govt College, kurigram . Board: National University	CGPA:2.58 out of 4	2017
Bachelor of Business Administration (BBA)	Accounting	Majida Adarso Degree College, kurigram. Board: National University	CGPA:2.59 out of 4	2014
HSC	Commerce	Bhitarband College, Kurigram Board: Dinajpur	CGPA:3 out of 5	2010
SSC	Commerce	Madhyakumarpur ML High School, Rajshahi Board	CGPA:3.5 out of 5	2008

ADDITIONAL INFORMATION

- Languages:** English, Bengali.
- Achievement :** Best sales achievement last two years 110%

TRAINING SUMMARY

Training Title	Topic	Institute	Location	Year	Duration
Digital products in Banking industry	Digital products in Banking industry(POS Qr Credit Card etc)	Islami Bank Training and Research Academy	Mohammadpur Dhaka	2024	1 day
Computer Office Application	Ms Word, Ms, Excle, Power point, Photoshop & Internet Browsing.	BAC Rangpur	Rangpur	2016	6 Month

PERSONAL DETAILS

Father's Name : Jatin Chandro Borman
Mother's Name : Minoty Rany
Date of Birth : 7 Sep 1992
Gender : Male
Height (Meter) : 6.9
Weight (Kg) : 75kg
Marital Status : Married
Nationality : Bangladeshi
Religion : Hinduism
Permanent Address : Village: Bonar Vita, Post: Bhogdanga,
Upazila: Sadar, District: Kurigram. 5600
Current Location : Purbachal-17, Uttar Badda, Gulshan, Dhaka -1212
Blood Group : O+

REFERENCE

Reference: 01

Name : Junydul Islam
Organization : Islami Bank Bangladesh PLC
Designation : Junior Officer
Address : 39 Dilkusha, C/A 2nd floor
Motijheel, Dhaka-1000
Mobile No : 01721538614
Relation : Professional

Reference: 02

Name : Zahir Ahmed
Organization : Community Bank Bangladesh Ltd.
Designation : SAVP & HEAD OF ADC
Address : Police Plaza, Level-10, Tower-2
Gulshan-1, Dhaka-1212
Mobile No : 01911310428
Relation : Professional