

# PRODIP KUMAR BORMAN

## MERCHANT ACQUIRING (POS CARD SALES)

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

- 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

<b>Master of Business Administration (MBA)</b>	Accounting	Kurigram Govt College, kurigram . Board: National University	CGPA:2.58 out of 4	2017
<b>Bachelor of Business Administration (BBA)</b>	Accounting	Majida Adarso Degree College, kurigram. Board: National University	CGPA:2.59 out of 4	2014
<b>HSC</b>	Commerce	Bhitarband College, Kurigram Board: Dinajpur	CGPA:3 out of 5	2010
<b>SSC</b>	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