

## **FIROZ AHMED KHAN**

Address: Apt-B5, House-64 (Spring Scarlet), Road-27, Block-A, Banani, Dhaka, 1213, Bangladesh

Phone: +8801713061561 • e-Mail: [firoz.ah.khan@gmail.com](mailto:firoz.ah.khan@gmail.com)

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### **PROFESSIONAL SUMMARY**

Highly accomplished executive with a track record of driving year-on-year revenue, profit, and business growth, while implementing operational improvements to increase productivity and reduce costs. Skilled in identifying new market opportunities and strategically positioning large business divisions. Results-oriented and decisive leader with a proven ability to build and coach high-performing teams. Possesses a passion for numerical analysis and exceptional attention to detail.

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### **PROFESSIONAL EXPERIENCE**

#### **Director Finance & Operations, Telenor Health ASA, Telenor Group (later acquired by Grameen Telecom Trust)**

*April 2019 to April 2023*

- Led finance and health insurance operations in Bangladesh and developed best-in-class systems and processes
- Worked with Telenor Group and M&A team, providing reporting, analysis, and commercial support
- Developed commercial finance processes and reporting in collaboration with Deloitte

#### **Co-Founder, Dorpon (Finova Technologies Ltd.)**

*November 2017 to March 2019*

- Created an eCommerce marketplace for creative entrepreneurs to manage and scale their businesses

#### **Deputy Managing Director, LankaBangla Finance Limited**

*July 2017 to October 2017*

- Managed all business divisions and Brand & Communications departments of the company

#### **Co-Founder, Financial Forum Bangladesh**

*April 2016 to June 2017*

- Established a not-for-profit knowledge and innovation platform for financial institutions in Bangladesh

#### **Head of Retail Banking, BRAC Bank Limited**

*June 2008 to March 2016*

- Led and motivated teams of over 2,500 employees and managed P&L for one of the largest business divisions

- Redefined organizational structure and influenced major pricing decisions
- Achieved annual growth rates of 29% for operating profit, 30% for savings deposit portfolio, and 59% for home loan portfolio
- Introduced the first eCommerce payment gateway in Bangladesh in 2010 and the first-ever "Planet Card" in the industry in 2012
- Launched the first Public-Private Partnership initiative in Bangladesh banking industry with the "Rupali Bank - BRAC Bank co-branded ATM"
- Slashed non-performing loans by 1.4% and achieved the best quality of consumer-lending portfolio in the country with non-performing loans of only 4.9%
- Won "The Asian Banker Excellence in Retail Financial Services Awards" for the Best Retail Bank in Bangladesh in 2011

**Head of Finance, Consumer Banking, Standard Chartered Bank, Bangladesh**

*March 2005 to June 2008*

- Directed performance management for Consumer Banking business and achieved \$22 million in operating profit in 2007
- Proactively planned, forecasted, and budgeted for financial data analysis and product/segment profitability
- Provided instrumental support for expanding new product lines and distribution channels
- Implemented and monitored financial policies for effective compliance in the business

**Finance Manager, ANZ Grindlays / Standard Chartered Bank, Bangladesh**

*March 2000 to March 2005*

- Built a qualified Annual Business Plan and prepared monthly reports highlighting business performance and observations
- Developed a team of qualified analysts to support management on financial and commercial decision-making
- Conducted finance audits for Standard Chartered's operations in South Africa and Thailand
- Formulated the "Fund Transfer Pricing" model for the group as a member of the task force

**Management Executive, Ekushey Television Limited**

*August 1999 to March 2000*

- Assisted management of multiple divisions, including debt syndication with ANZ Grindlays Bank and commissioning TV programs

## EDUCATION & CREDENTIALS

### **Master of Business Administration (MBA), *Majored in Marketing***

Institute of Business Administration (IBA), Dhaka University, 1997 to 1999

### **Bachelor of Technology, *Aerospace Engineering***

Indian Institute of Technology, Madras, India, 1992 to 1996

### **Higher Secondary Certificate (HSC) / Secondary School Certificate (SSC)**

*Stood 15<sup>th</sup> and 17<sup>th</sup> in the combined merit list in HSC and SSC respectively*

Mirzapur Cadet College, Bangladesh, 1989 to 1991 / 1987 to 1989

### **International Forum Panelist:**

Remittance Innovations & Digital Finance, Forum on Promoting Remittance For Development Finance, Manila, Philippines, March 2015

*Organized by Asian Development Bank (ADB)*

'Value Ambassador' Action Track meeting, Lima, Peru, March 2011

*Organized Global Alliance for Banking on Values (GABV)*

Expanding Access to Finance in Nepal: The Opportunity of Deposits and Banking Technologies, Nepal, November 2009

*Organized by International Finance Corporation (IFC)*