

SCOTT MUNDEN – BIO BRIEF

Background

Scott Munden – COO Huntleigh Technology Group

Currently COO of Huntleigh Technology Group Through the the end of 2022, he was the COO of First Iraqi Bank, one of the first banks to operate as a digital bank in Iraq. Prior to this he was the CEO of International Smart Card (QiCard) in Iraq, the largest fintech electronic payment company in Iraq. During his stewardship he engineered the Highest period growth and profitability in the company's history. Before joining ISC, he was a Partner in Management Partners a management Consulting company providing consulting services predominantly in the Middle East North Africa region (MENA) and specifically in Iraq. He has held senior posts in several companies from CTO to COO. In his consulting engagements he has advised clients on strategy, operational improvement, go-to-market planning, and served as a solutions architect.



Functional Expertise

- Executive Leadership
- Corporate and Commercial Strategy
- Operational Management
- Product Management
- Business Development
- Relationship Management

Industry Expertise

- FinTech/Banking
- Telecommunications
- Technology
- Healthcare
- Public Sector

Selected Achievements

- Improved business valuation from \$200M to \$1B by streamlining and monetizing operations and creating a distribution ecosystem with multiple channels.
- Led and implemented the strategy that improved gross revenue by 4x (from \$40M to \$220M), and total economic value by 5x through successful execution of strategy, business initiatives, and sustained optimized execution.
- Increased profit margins from 31% to 64% by optimizing all operations to be customer facing and significantly reducing operation cost through consolidation and efficiency gains.
- Built and managed the sales team that boosted customer base from 4M to 7.5M to help increase recurring revenue and have strong sales for the company, adding more than 75 major accounts to the client base.
- Built and managed the sales team that grew the merchant account network from 7K to 15K creating nationwide footprint.
- Led and managed cross-functional teams of more than 1,000 employees and 15,000 agents channel to oversee daily operations and achieve or exceed all set targets.
- Maximized number of digital accounts from 7K to 17K. Increased deposits by 17% in first six months to provide average daily float with capacity to expand personal loans programs for 50K customers.
- Closed deals with more than 600 new merchant accounts in less than 6 months.