

Resume

I am a senior executive with 35+ years of leadership in business strategy, operational management, IT technology, telecommunications, and fintech. I partner with CEOs and shareholders to stabilize operations, drive transformation, and scale sustainable growth in complex business environments.

Having served as VP, CEO, Board Member, and Executive Advisor at the large-scale enterprises I have led 300+ professionals, overseeing strategic direction, governance, financial performance, and institutional capability building.

As a Board Director of Mobinet, Grapecity, Newtel, and Mongol Content, I contributed to long-term strategy, digital innovation, and market positioning that strengthened competitiveness and supported sector leadership.

I hold a Master's degree in E-Business from the International University of Japan (IUJ), a Bachelor of Business Administration from Khan-Uul University, and a Bachelor's degree in Software Engineering from Novosibirsk Technical University, Russia.

I. PROFESSIONAL EXPERIENCE

Independent BoD member, Tavan Bogd Finance NBFI, Ulaanbaatar, Mongolia (Sep 2024 – now)

Tavan bogd Finance, a non-bank financial institution, ranks in the top 3 in Mongolia, provides a range of financial services, including consumer lending, SME financing, and leasing solutions.

<https://www.tavanbogdfinance.com/>

Providing strategic oversight and governance to ensure the alignment of organizational goals with stakeholder interests

Executive advisor to CEO, Nomadic Content LLC, Ulaanbaatar, Mongolia (Oct 2023 - now)

Nomadic Content is a creative and digital content production company, specializing in multimedia storytelling, branding and marketing services.

<https://www.nomadiccontent.mn/>

Advising on strategic initiatives and operational improvements to drive business growth and enhance content delivery.

Senior manager, SCAO (Sumitomo Corporation Asia & Oceania) (Sep 2015 – Apr 2023)

Myanma Post and Telecommunications (MPT) is Myanmar's largest and oldest telecommunications operator, offering extensive mobile, fixed-line, and internet services nationwide. MPT entered a Joint Operation in 2014 with KDDI and Sumitomo Corporation of Japan to modernize Myanmar's telecommunication sector.

<https://mpt.com.mm/en/about-home>

During this period, I was seconded to MPT JO, where I held following positions:

Advisor to CCO/Dy CCO, Myanma Post and Telecommunications Joint Operation (MPT JO), Yangon, Myanmar (Sep 2019 – Apr 2023)

Spearheaded the successful launch of **MPT Pay**, a mobile wallet solution, enhancing customer engagement and financial accessibility. Acted as Chief Technology Officer (CTO) for the MPT Money project, leading operational and technical teams to streamline project execution.

Managed vendor relationships and technical projects, ensuring timely delivery and quality

standards. Provided strategic advisory for the CLP project, integrating multiple platforms including MPT 4U, MPT Money, and MPT Club.

Mobile Money Department General manager, MPT JO, Yangon, Myanmar (Sep 2015 – Sep 2019)

Led the Mobile Money team in the introduction and strategic rollout of **MPT Pay**, oversaw budgets of 4 million USD, contributing to increased market penetration. Directly managed a team of 50 employees, ensuring effective collaboration and performance. Led project implementation with dual responsibility for an additional 100 employees, including engineers from the Technical Division, staff from the Vendor company, and sales department personnel. Developed comprehensive launch and strategic plans for Mobile Money services, enhancing user adoption. Implemented a Cloud Payment System (CPS) to improve transactional efficiency. Oversaw OTA & DM projects, optimizing customer outreach and engagement strategies.

Mobicom Corporation, UB, Mongolia (Oct 2004 – June 2015)

Mobicom Corporation, Mongolia's largest telecommunications company, provides comprehensive mobile, internet, and digital services across the country. Established in 1996 as Mongolia's first mobile service provider, Mobicom has since expanded its offerings to include value-added services, digital content, and fintech solutions.

<https://www.mobicom.mn/aboutUs>

Led the development of new services and businesses at Mobicom, managing teams, departments, divisions and subsidiaries. Key assignments included:

VP, E-Commerce, (Apr 2014 – June, 2015)

Formulated a long-term strategic plan for e-commerce operations, positioning the company for sustainable growth. Pioneered the Candy Loyalty Project, establishing a loyalty alliance to enhance customer retention. Developed a self-service channel concept, facilitating user autonomy and improving service efficiency. Integrated mobile money with loyalty point systems to create a seamless customer experience.

Acting VP, Customer Care, Mobicom Corporation, UB, Mongolia (Apr 2014 – Oct, 2014)

Led the team of more than 350 staff, managed the call center and back-office operations, ensuring high-quality customer service delivery. Designed and executed customer retention campaigns to enhance customer loyalty. Coordinated cross-selling activities, contributing to revenue growth. Improved complaint handling procedures, ensuring swift resolution and customer satisfaction.

CEO, Mobifinance NBFI, Subsidiary of Mobicom, UB, Mongolia (May 2010 – June 2015)

Played an important role in drafting Mongolia's first e-money law, establishing the nation's fintech ecosystem.

Developed a strategic business plan for Mobile Money, leading the team of over 60 staff, to launch innovative financial services. Established a robust agent and merchant network to facilitate service accessibility. To enhance brand recognition and market presence, launched **Most Money** service and later rebranded it to **MobiXpress**, which has since evolved into the successful **MonPay** service.

Director, New Business Development Division, MobiCom Corporation, UB Mongolia (June 2007 – May 2010)

Managed a team of 20 with oversight of a budget valued up to 10 million USD to implement diverse projects and initiatives to foster organizational growth and innovation. Successfully spearheaded multiple innovative Value added services, launching ahead of competitors and driving Mobicom's continued success as the leading mobile Operator in Mongolia. Established several subsidiary companies, including Mongol Content LLC, Ulusnet LLC, MOST PSP, Mobinet LLC, and Mobifinance NBFi. Successfully acquired shares in Grape City Japan & Grape City Mongolia, expanding business interests. Served as a Board Member for subsidiary companies, providing strategic guidance.

Manager, New Business Development Division, MobiCom Corporation, UB Mongolia (Oct 2004 – June 2007)

Conducted market research to identify new service opportunities, developing business proposals and leading project implementation. Launched various value-added services (VAS) and new business initiatives.

Datacom Co., Ltd, Ulaanbaatar, Mongolia (Mar 1995 – June 2003)

Datacom Co., Ltd., a first ISP and a leading IT and telecommunications service provider in Mongolia, specializes in data center services, cloud solutions, and IT infrastructure. Established to drive digital transformation in the country, Datacom provides secure, high-quality technology solutions for businesses across industries.

<https://datacom.mn/>

Focused on developing innovative financial services, including a postpaid billing system, accounting software, and an internet banking platform. Additionally, I expanded the business by establishing new subsidiaries. Key assignments included:

CEO, NetCard NBFi, Subsidiary of Datacom LLC, UB Mongolia (Oct 1999 – June 2003)

Championed the launch of an e-payment service, securing the first license from the Central Bank of Mongolia. Conducted comprehensive research on internet payment systems, focusing on security and incentive programs by directing the team of around 40 staff.

Director, Financial Division, Datacom LLC, UB Mongolia (Oct 1998 – June 2000)

Headed a team of 10, administering a budget up to 2 million USD for all the company projects. Supervised financial procedures and cash flow management, ensuring compliance and accuracy. Analyzed accounting transactions and prepared detailed financial statements to inform management decisions. Established the subsidiaries including magicnet LLC, iService LLC and Netcard NBFi.

Manager, Information system & Finance Department, Datacom LLC, Mongolia (Mar 1995 – Oct 1998)

Pioneered the introduction of internet services in Mongolia and developed a billing system for Internet Service Providers (ISPs). Designed and implemented the accounting system "DA-Nyabo," in-house and also successfully sold it to 38 companies.

Programmer, Administration Automation Department, National Information Center (currently IT park), Ulaanbaatar, Mongolia (August 1989 – March 1995)

IT park, Mongolia's premier technology and innovation hub, fosters the growth of startups and tech companies by providing essential resources like infrastructure, mentorship and networking opportunities.
<https://itpark.mn/>

Spearheaded the planning, design, development, and maintenance of an Administration Information System tailored for managing library resources. Improved and maintained a comprehensive Scientific & Technological Information Database.

II. EDUCATION

Master in E-Business Management, INTERNATIONAL UNIVERSITY of JAPAN, Niigata, Japan 2004

Recipient of fully funded ADB Scholarship and Focused on E-business in financial industry

Bachelor in Business Administration, KHAN-UUL INSTITUTE, Ulaanbaatar, Mongolia, 1998

Concentration on Finance & Banking

Bachelor in Computer Science, TECHNICAL UNIVERSITY, Novosibirsk, Russia, 1989

Acted as a Teaching assistant for programming courses and obtained a license for teaching Russian as a foreign language

III. LANGUAGES

Mongolian (native); English (fluent); Russian (fluent); Japanese (basic)

IV. OTHER ACTIVITIES

Member of Soroptimist international (SI) Ulaanbaatar (2000-now)

Soroptimist International is a global volunteer organization that empowers women and girls through education, advocacy, and social projects, with a network spanning over 120 countries.

<https://www.soroptimistinternational.org/about-us/>

Positions held:

Club president of SI Ulaanbaatar (2006-2008)

National Representative of Mongolia (2010-2012; 2016-2018)

SISEAP Director (2010-2012; 2016-2018)

Programme/UN Liaison (2020-2022)

Club Extension officer (2024-2026)

SISEAP President elect (2026-2028)