

Veteran Financial Technology and Digital Transformation Executive Robert Armour Joins MPOWER Financing Management Team as VP of Operations and Customer Success

Will Help Drive and Manage Student Loan Portfolio Growth Towards \$1 Billion

WASHINGTON, Oct. 24, 2017 /PRNewswire/ -- Robert Armour, a veteran financial and digital transformation expert who has held senior-level operations and IT positions at PTC, Capital One, McKinsey & Company and Cognizant Technology Solutions, has joined [MPOWER Financing](#) as vice president of Operations and Customer Success.

MPOWER Financing is an innovative fintech company and provider of educational loans to high-promise international students at 262 top colleges and universities across the U.S.

Armour has more than 25 years of diverse corporate experience in operations, sales and IT and has helped build and scale companies into large enterprises. He will be focusing on enhancing MPOWER Financing's world-class customer experience and operational model to support the company's fast-growing global community.

"Bob brings to MPOWER Financing an array of best practices from industry-leading companies like Capital One, PTC, McKinsey & Company, and Cognizant," said Manu Smadja, MPOWER Financing CEO and co-founder. "We are looking for him to help take MPOWER Financing from where we are today to a billion dollars in loan volume."

Prior to joining MPOWER Financing, Armour was senior vice president, Global Services Operations, for PTC, a Needham, Massachusetts-based global software company whose technology platform and solutions help companies design, manufacture, operate and service products for a smart, connected world. He led its \$250 million global services operations team and helped drive the company's business model transformation to subscription, IoT and cloud first.

Armour held the key position of COO/CIO of Capital One's point of sale loan business during a period when the team doubled loan volume to \$1 billion in two years and achieved its first sustained profitability. Armour also co-founded serVelocity, a firm that focuses on IT services optimization. As head of corporate operations and an enterprise transformation leader at Cognizant Technology Solutions, he co-led initiatives that delivered \$100 million in annual margin improvement.

"My vision is to deliver a simple and fast student loan application process as well as best-in-class customer experiences based on innovative products, informed decision-making and the right touch at the right times to empower our diverse, global customer base to succeed in school and beyond," said Armour. "I look forward to supporting MPOWER Financing's goal of having students become lifelong customers and world-wide advocates for our growing financial services portfolio."

Armour's specific responsibilities will include overseeing customer success, partner management, strategic initiatives and product management. He reports to Smadja and works out of the company's Washington, D.C., headquarters as well as the Boston metro region, where he will leverage his strong New England network.

Armour received a BS degree in Systems Engineering from the University of Virginia, as well as an MBA in General Management from the university's Darden Graduate School of Business Administration.

About MPOWER Financing

MPOWER Financing is an innovative fintech company and provider of educational loans to high-promise international students. MPOWER Financing helps students build their credit histories and provides them with personal finance, education and gateway financial products to prepare for life after college. The team is backed by Zephyr Management, Goal Structured Solutions, 1776, Village Capital, VARIV, DreamIt, Fresco, Chilango, K Street and University Ventures. For more information, please visit www.mpowerfinancing.com, or follow MPOWER Financing on [Twitter](#), [Facebook](#) and [LinkedIn](#).

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