

ROBERT A. SACK, MBA
rsack@robertsack.com

EXECUTIVE SUMMARY: Results-driven business executive and technologist with a strong record of outstanding achievements in operational, technological, and fiscal management, strategic partnerships, and enhancing profitability within an organization. Strong leadership, interpersonal, teamwork, and strategic planning skills combined with entrepreneurial experience and knowledge of online education, healthcare, and e-commerce industries.

ACCOMPLISHMENTS:

- *Turned around ailing pharmacy benefit management company and mail order pharmacy through automation and facilitated the acquisition of Pharmacy Services Group by HealthExtras, Inc.*
 - *Designed and developed innovative accounting software and systems for Workers Compensation with internet and back office systems.*
 - *Developed online schools and business and marketing programs and methodologies for several online universities including Kaplan University and the International University for the Health Sciences.*
 - *Founded and built e-commerce development and consulting company.*
 - *Successfully integrated new technologies into many companies.*
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PROFESSIONAL EXPERIENCE:

July 2005 – Present Management Consultant, Idea Studios Inc. Boca Raton, FL

- Providing consulting services to clients in operations and technology integration.
- Redefine and implement new business processes for greater business efficiency and profitability.
- Business Coach for intermediate sized companies.
- Assist clients in automating manual processes through custom computer solutions.

**May 2001– July 2005 Chief Operating Officer (COO) / Chief Technology Officer, (CTO),
HealthExtras/Pharmacy Services Group Ft. Lauderdale, FL**

- Restructured and reorganized company and created innovative technological solutions, which lead to the acquisition of the company by HealthExtras, Inc.
- Managed day to day operations of 50 employee pharmacy benefit manager/mail order pharmacy.
- Designed and implemented new SQL 2000/Oracle based accounting system for Worker's Comp. payments.
- Managed I/T resources and I/T Vendors. Designed and implemented interfaces to clients I/T systems and PSG systems for EDI.
- Developed and maintain excellent client relationships with customer senior management.

May 1995 – June 2001 President, Envent/Businessoft, Boca Raton, FL

- Managed development, integration, implementation, and marketing of a wide variety of online education projects, e-commerce projects and stock trading systems.
- Owned and Managed day to day operations of 10 employee online education, e-commerce and web hosting company.
- Responsible for technical design, architecture, and setting the technical direction of the company.

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May 1992 - May 1995 IBM, Project Manager/Advisory Consultant Boca Raton, FL

- Strategic planner and project manager for E-Commerce and Intelligent Agent project.
- Developed cross-organizational strategic plan for intelligent agent project..

June 1982 – May 1995 IBM, Management Consultant South Florida Region

- Designed and implemented client server applications and local area network infrastructure for clients' Windows NT based client server networks.
- Integrated and customized packaged solutions for clients.
- Managed projects and other technical consultants during project implementation

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TALK TYPER – A voice activated word processor. 1982.

EDUCATION

1987–1989 University of Miami Miami, FL

- Master of Business Administration in Finance.

1977–1982 University of Florida Gainesville, FL

- Bachelor of Science in Engineering in Computer and Information Sciences.
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ACTIVITIES

Scoutmaster – Troop 325 - Boy Scouts of America Intramural Softball

Den Leader – Cub Scouts Golf