

**Robert H. Hacker**

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**OPERATING FINANCIAL EXECUTIVE**

Company Builder-Corporate Finance-Information Technology

Fourteen-year background as CFO in high growth and turnaround companies. Background includes IPO, strategic planning for International Fortune 500 companies and hands on operations/IT experience. Experience in budgeting, IT systems and staff productivity to improve operating efficiency and P&L performance. Accomplished implementer of sales and marketing improvement programs, with additional expertise in:

Mergers and Acquisitions	Capital Raising	Investor Relations
Credit/Collections	Derivatives/hedging	Marketing/Advertising
Employee Development	Strategic Alliances	International Operations
Management Information Systems	IT Project Management	

**CAREER ACCOMPLISHMENTS**

- Planned and managed retail company from \$40 million to \$1 billion in sales in seven years
- Managed IPO and successful VC exit
- Designed and implemented two management and financial performance information systems
- Sold or acquired 7 companies
- Arranged ten high tech and retail joint venture and licensing agreements in Japan and East Asia

**PROFESSIONAL EXPERIENCE****Independent provider of investment banking and financial consulting services**

Miami, FL 2004- to present

Corporate finance advisory services for early stage and middle market companies in the U.S., the Caribbean and Central America; capital raising, debt re-structuring and M&A; focus on technology, services and distribution companies; expertise in telecommunications, wireless and retail industries

- Arranged \$102 million in equity and mezzanine debt financing
- Performed due diligence on five acquisitions
- Prepared 10-Q and other SEC filings
- Extensive model building
- Extensive experience in cellular handset distribution

**IDS Telcom LLC**

Miami, FL 2000-2003

Voice and Internet service provider to businesses in southeast U.S.; annual revenue \$60 million.

**Chief Financial Officer**

Responsible for all operations, IT and finance functions including IT, HR, marketing, customer service and call centers, line provisioning, finance, accounting, billing and collections

- Turned around company losses of over \$1 million/month by rationalizing sales force and re-engineering customer care to achieve cash flow breakeven operations
- Improved monthly cash flow by 12% through improved collections procedures and automated systems
- Designed and implemented IT customer care system/CRM that lowered customer losses from over 10% to less than 3%
- Designed and implemented complete management information system for operating and financial performance measurement

**ByeByeNow.com**

Pompano Beach, FL 1999-2000  
Start-up B2B and B2C Internet company

**Chief Financial Officer**

Responsible for finance and accounting functions.

- Negotiated and finalized five acquisitions with total purchase consideration of \$ 59 million
- Arranged and closed \$32 million in new equity
- Negotiated and closed strategic alliance, including multi-million dollar equity investment

**Matahari Putra Prima**

Jakarta, Indonesia 1991-1999

Publicly traded retail company with 80 combination department and supermarket stores; annual revenue of \$1 billion

**Vice Chairman, Chief Financial Officer and Member of Board of Directors**

Responsible for finance, accounting, budgeting, investor relations, strategic planning, IT, merchandise control, private brand merchandise, marketing and advertising.

- Managed company from \$40 million to approximately \$1 billion in annual sales in seven years
- Managed IPO and successful VC exit
- Increased profitability from breakeven to 2% of sales through margin control, new systems implementation and budgeting
- Managed CAPEX budget--average \$100 million annually
- Arranged over \$450 million in debt and equity capital including IPO, 3 secondary equity offerings and 144a bond issue in U.S.
- Designed and implemented complete IT retail infrastructure including open to buy, budgeting, POS and general ledger systems
- Linked all stores and HQ through satellite leased transponder for voice and data

**IMTEC**

Stamford, CT 1982-1990

International consulting firm specializing in strategy and new business development in East Asia

**Vice President**

Responsible for sales of consulting services and client project management

- Consulted to five multi-billion dollar Japanese companies on strategy, IT and new business development
- Arranged strategic alliances for CompuServe, Comp-U-Card, Sterling Software (EDI), Fujitsu and six other multi-national companies in Japan and East Asia
- Arranged sale of two companies for US\$ 21 million

**Cresap McCormick & Paget**

New York, NY 1980-81

International consulting firm that provides strategic, operational and financial planning services to large corporations

**Senior Consultant**

Provided strategy and financial planning consulting to Fortune 500 companies in Japan and Latin America

**Chase Manhattan Bank**

New York and San Juan, PR 1973-1978

**Second Vice President**

Corporate lending officer responsible for Andean Pact countries

Arranged \$600 million in new loans in 18 months

Completed Chase Global Credit Training Program

**EDUCATION**

MBA Finance Beta Gamma Sigma Columbia University 1980

BA Philosophy Hamilton College 1973

Speak Spanish

Adjunct Professor—Florida International University 2005-to present

Entrepreneurship, management and finance