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CEO File

'Once I set my eyes on something, I focus on getting it.'

Sajid Syed | Acro Pharmaceutical Services

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PERSONAL INFORMATION

Name: Sajid Syed.

Age: 50.

Title: President.

Company: Acro Pharmaceutical Services.

Type of company: Pharmacy-care management company

in Sharon Hill that provides distribution and therapy management programs for high-cost injectables and

high-cost oral medications.

Number of employees: 65.

Revenue in last fiscal year: Confidential.

Recent project: Formation of the "clinical excellence council,"



JEFF FUSCO

Sajid Syed of Acro Pharmaceutical Services.

a payor council comprised of managed-care clinicians, to advise us on best practices in the industry. This is important as it allows us a clear view and puts us ahead of what our clients are looking for.

Education: Registered pharmacist and master's in science specializing in pharmaceutical marketing from St. John's University in New York.

First job: Pharmacy technician at Cross County Pharmacy in Manhattan.

Little-known fact about you: I'm a wannabe history professor.

Home: Princeton Junction, N.J.

BUSINESS PHILOSOPHY

Essential business philosophy: Being honest with your customer.

Best way to keep a competitive edge: Always learning new things and improving my knowledge so we can provide better services.

Yardstick of success: Growing Acro's business opportunities and successes to a national level, and exceeding my own financial and territorial expectations.

Goal yet to be achieved: Rank in the Top 20 in the over-50 squash league.

JUDGMENT CALLS

Best decision: Marrying my wife.

Worst decision: Hasn't happened yet.

Toughest decision: Leaving a secure job to launch my first company.

Mentor: Steve Cosler, my former boss at Priority Healthcare

Corp., which was sold to Express Scripts.

TRUE CONFESSIONS

Word that best describes you: Bull — I'm a Taurean, so once I set my eyes on something, I focus on getting it.

Like best about your job: I get to be a trailblazer and make my imprint on this nascent industry.

Like least about your job: I love to travel, but I hate being away from my family.

The most important lesson you've learned: Never burn your bridges.

Life motto: Be honest.

Greatest fear: Losing a loved one.

Person most interested in meeting: Gandhi — to find out how one small man was able to take on the entire British empire without a single loss of life.

Company you respect most: Apple — even after the passing of Steve Jobs, they have been committed to perfection.

First choice for a new career: History professor.

Greatest extravagance: Annual family vacations and reunions across the globe.

ET CETERA

Award/honor most proud of: Serving on the board of the Trenton Soup Kitchen (TASK).

Most influential book: "The Fountainhead," by Ayn Rand.

Favorite movie: "Casablanca" directed by Michael Curtiz.

Favorite restaurant: Tre Piani in Princeton.

Favorite vacation spot: Seville, Spain.

Favorite room in the house: My library, which has a lot of windows and sunlight — and I have a window seat where I love to sit and read.

Favorite way to spend free time: Reading.

Car you drive: 1999 Mercedes-Benz S-500.