

# MARTHA M. LITTLE, PHARMD

VISIONARY, RESULTS-CENTRIC EXECUTIVE

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## EXECUTIVE PROFILE OF QUALIFICATIONS

**Highly Accomplished Executive** who offers 40+ years' experience in pharmaceutical business, sales, and start-up operations, and who makes decisions to align with a company's mission, vision, and values while serving the community through proven industry expertise.

**Influential Strategist** who leads from the front to gain buy-in among multidisciplinary staff, and who champions the development and implementation of short- and long-term customer-centered, quality-focused efforts while navigating pharmacy marketplace complexities.

**Top Performer** who exhibits an ownership mindset with knowledge of groundbreaking pharmaceutical industry trends and / or services, and who cultivates a positive operational culture while building alliances among senior-level management, teams, and customers.

## CORE COMPETENCIES

Operations Management | Healthcare Start-Ups | Quality Assurance/Improvement  
Pharmacy Operations | Managed Care | Executive Decision-Making  
Budget & Financial Control | Pharmacy Benefit Management | Medicaid  
Long-Term Care | Home Health Care | Clinical Pharmacology | Utilization Management  
Disease Management Processes | Compounding | Patient Relations | Customer Service

## PROFESSIONAL EXPERIENCE

COMPOUNDING DOCS, INC. | CDRX, LLC

### Director/Owner

May 2024-Present

Participate and contribute to Board of Directors, Executive Committee, and Pharmacy Advisory Board, providing input, vision and direction to executive management team. Work with Director of Pharmacy in pharmacy management staffing needs as needed. Work as advisor to Chief Compliance Officer as needed. Continue working with key accounts to facilitate the communication and ordering process through the pharmacy. New business facilitator on an on-going basis.

COMPOUNDING DOCS, INC. | CDRX INFUSION | CDRX, LLC

### CEO | CCO

2020 – May 2024

Leverage broad scope of industry knowledge toward performing as Chief Executive Officer and Chief Compliance Officer roles with a dedication toward driving excellence in pharmacy services.

### CEO | President | Co-Founder | Owner | Chief Compliance Officer

2003 – May 2024

Direct all facets of operations for this Boca Raton-based specialty and compounding pharmacy providing sterile / non-sterile compounding services (hazardous / non-hazardous).

- Engage in delivering the highest quality products and processes
- Optimize personalized client prescriptions based on optimized health goals

OMNICARE OF SOUTH FLORIDA

### Quality Improvement Director

2008 – 2015

Strategically steered quality improvement for this pharmacy service provider for Long-Term Care (LTC) and post-acute facilities, as well as assisted and / or senior living communities.

- Led critical compliance, QI, and risk management initiatives.

COMPScript, INC.

*A Division of Omnicare, Inc.*

**General Manager | Regional Director of Business Development**

**2002 – 2008**

Capitalized on the opportunity to lead profit-generating new business development in a competitive region for this growth-driven facility providing pharmacy management services.

- **Delivered excellence in consultative and customer service.**
- **Maximized performance via dynamic sales and marketing efforts**

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**PROFESSIONAL EXPERIENCE (CONTINUED)**

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COMPScript, INC.

(CONTINUED)

*A Division of Omnicare, Inc.*

**Pharmacy Manager | Vice President of Operations**

**1998 – 2002**

Applied strong leadership talents toward directing all multi-site operations, including profitability, participating in nationwide Long-Term Care (LTC) contracts for Omnicare, Inc.

- **Ranked 1<sup>st</sup> in profits for the CompScript region.**
- **Built relations with LTC and home health care client, among others.**

**Vice President of Operations**

**1991 – 1998**

Led the start-up and successful operations of this initially private then later public company traded on the NASDAQ, including collaborating with the CEO on all areas of growth.

Concurrently succeeded in leadership capacities, including as consultant, manager, and administrator of a home health agency. Supervised management staff working under the CEO.

- **Fulfilled JCAHO accreditation for all seven (7) CompScript locations.**
- **Developed key clinical programs, including proprietary software.**
- **Grew from one (1) location and \$0 sales to seven (7) locations with \$70 million.**

PHARMACY CORPORATION OF AMERICA

**Service Center Manager/Regional Sales Manager**

**1988-1991**

Top decision-maker for all financial and operational issues, services to over 4,000 LTC/IV patients, top 5 in profitability out of 34 pharmacies

Maximized bottom-line performance by driving lucrative new business development in collaboration with sales teams and managers at all Florida-based pharmacy locations.

- **Delivered engaging presentations on state-wide levels.**
- **Competitively led proposals of new products and services.**

SEACREST PHARMACY

**Consultant Pharmacist/Asst Service Center Manager**

**1984-1988**

Chief Consultant, directing 12 consultant pharmacists

Supervised all pharmacists and staff of over 80, maintained customer and operational stability, developed enhanced QA services

## EDUCATION & PROFESSIONAL DEVELOPMENT

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### **Doctor of Pharmacy**

*Clinical Rotation in Pain Management, Kinetics & Nutritional Support*

NOVA SOUTHEASTERN UNIVERSITY

### **Bachelor of Science in Pharmacy**

*Clerkship: Holy Cross Hospital; Internships: North Broward Hospital, Gresham's Drugs, Shands Pharmacy*

UNIVERSITY OF FLORIDA

### **Bachelor of Science in Zoology**

### **Associate of Arts**

UNIVERSITY OF FLORIDA

PALM BEACH JUNIOR COLLEGE

Certified Geriatric Pharmacist (Former)

## PUBLIC SPEAKING ENGAGEMENTS

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University of Florida

Florida Medical Director's Association

American Society of Consultant Pharmacists

Nova Southeastern University – Initial Certification Program for Consultant Pharmacists

## PROFESSIONAL AFFILIATIONS

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### **Florida Pharmacy Association (FPA)(Current)**

*Member*

### **Expert IQ-Network of Expert witnesses specializing in pharmacy (Current)**

### **American Society for Consultant Pharmacists (ASCP)(Previous)**

*Founding Member – Florida Chapter*

*Board of Directors – Region IV (Five Years)*

### **Ombudsman Pharmacist – District IX (Four Years)-Appointed by Governor**