

Joe Fox

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SKILLS

- Sales & Marketing
- Strategic Business Planning
- Product Knowledge
- Channel Development
- Digital Marketing
- Negotiation
- Analytics
- Relationship Management
- Project Management

EXPERIENCE

Ohmite MFG LLC

Channel Business Manager - Global

Jan 2020 - Present

- Successfully oversaw all global distributors, generating \$70M in revenue by selling a range of electronic components including current sense, wirewound, ceramic, and thick film resistors, along with heatsinks and sensors, across industrial, transportation, medical, military, and energy sectors.
 - 2022: grew revenues by over 20% to \$70M
 - 2021: grew revenues by over 20% to \$58M
 - 2020: grew revenues to \$43M
- Launched a groundbreaking marketplace program in 2020, resulting in over \$450K in product sales over 4 years, earning recognition from the President of Digi-Key at the EDS Summit
- Developed and implemented a comprehensive master price file, increasing product visibility and reducing quote processing workload by 15% within 12 months
- Negotiated a new lucrative “stocking package” at Master Electronics and Digi-Key Electronics that added \$1.6M in annual revenues
- Created a new data dashboard to help grow sales, establish trends, and drive distributor sales growth through customer and product analysis, leading to a 10% improvement in time efficiency
- Implemented a multi-tiered commission strategy that achieved a 45% reduction in costs for legacy products and a 73% revenue surge in new product lines in the first 12 months

Mouser Electronics

Supplier Manager - Semiconductors, Passives & Optoelectronics

Jun 2007 - Dec 2019

Jan 2015 - Dec 2019

- Responsible for strategy and direction to overall marketing and revenue goals, focused on selling resistors, semiconductors, ICs, LEDs, diodes, MOSFETs, and sensors to design engineers across transportation, automotive, industrial, medical, and energy sectors
- Elevated Vishay’s revenue by over 42% from \$47M to \$67M between 2017 and 2018, boosting their market share from 24% to over 40%
- Achieved a 17% increase in website page views for Vishay, reaching 115k views in less than 12 months

- Won Distributor of the Year 2015 and Distributor of the Year Semiconductors 2017, outperforming 6 other major electronic distributors
- Successfully negotiated a 100% increase in the coop marketing budget for managed suppliers from \$60k to \$120k

Web Experience Analyst - Project Manager - Internet Business

Apr 2013 - Jan 2015

- Successfully led a project that resulted in a 10% uplift in page views, a 10% extension in average visit duration, and a 10% reduction in bounce rates between 2013 and 2014
- Spearheaded a campaign to acquire international domains that dramatically increased website traffic over 45% in just 12 months

Product Supplier Manager - Embedded & Display

Jun 2007 - Apr 2013

- Increased revenues by 16% to \$12.2M and enhanced customer base to 53,000 in 2012
- Increased revenues by 22% to \$10.3M and enhanced customer base to 42,000 in 2011
- Won the Distributor Growth Award from Lumex in 2011, outperforming 8 competing distributors
- Established brand new partnership with Mitsubishi and 4D Systems, resulting in \$150k in annual revenues

EDUCATION

MBA - Project Management

University of Dallas, Irving, TX

Dec 2011

Bachelor of Business Administration

Madonna University, Livonia, MI

Jun 2005