

# Ronald B. Fox

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## Summary of Qualifications

Resourceful, results oriented professional with proven track record of revenue growth and cost reduction domestically & globally. Extensive experience with marketing, sales, acquisitions & mergers, business development, operations and general management of Fortune 500, ecommerce and pioneer companies.

## Professional Experience

**1999 - Present**                      **eCharge Corporation**                      **Seattle, WA**  
*President of Telpayments, Inc., A Wholly-Owned Subsidiy of eCharge Corporation*  
Innovative, ecommerce Start-Up With \$72 Million in Private Placement Funding

- Established first to market ecommerce payment solution
- Obtained infrastructure partners for global efforts
- *Implemented licensed and owned proprietary payment platforms for multiple telcos globally*

**1997 - 1999**                      **Primecall, Inc.**                      **Seattle, WA**  
*President*  
International Telecommunications Provider

- Streamlined entire operation by transforming traditionally structured organization in to a global, web-centric business
- Secured direct service agreements in three regulated countries
- Developed Initial Public Offering
- *Created gross profit margin of 35% from break-even in five months*

**1994-1997**                      **Hi-Rim**                      **Las Vegas, NV**  
*Vice President & General Manager*  
Multi-Switch, Wholesale, International Long Distance Carrier

- Recruited & directed operations staff
- Developed all policies/procedures, billing systems and network designs
- *Supported \$100 million in annual revenues*
- Developed & implemented marketing and sales plan
- *Generated 18 million minutes of contracted traffic within first 90 days*

**1988 - 1994**                      **Ronald B. Fox & Assoc.**                      **Birmingham, MI**  
*President*  
Domestic & International Telecommunications Consulting Firm

- Established complete administrative and customer support functions for AT&T's largest reseller of private line and 800 service, *supporting over \$30 million annually* of AT&T services
- Negotiated joint venture with affiliate of IBM-Mexico and Bank Mexico for provision of value-added telecommunications service in conjunction with Telefonos de Mexico
- Organized & directed national marketing and sales program for repair of electronic parts, *secured contracts with such key accounts as US West, MCI, EDS and Bell South within nine months*

<b>1983 – 1988</b> <i>Director, National Sales</i> Computer Lessor	<b>CMI Corporation</b>	<b>Bloomfield Hills, MI</b>
<ul style="list-style-type: none"> <li>Established secondary market program in conjunction with AT&amp;T</li> <li>Opened offices nationwide and trained AT&amp;T account executives</li> <li><i>Achieved gross profits of \$16 million annually by the second year</i></li> </ul>		
<b>1981 - 1983</b> <i>President</i> Technical Assistance & Consulting Group	<b>National Tel Data Corporation</b>	<b>Troy, MI</b>
<ul style="list-style-type: none"> <li>Provided management services to the telecommunications industry</li> <li>Captured contracts with major manufacturers, such as Rolm and Mitel</li> <li>Negotiated merger with Infoserv, Inc.</li> <li><i>Created annual sales of over \$16 million</i></li> </ul>		
<b>1980 - 1981</b> <i>President</i>	<b>Communications, Inc.</b>	<b>Grand Rapids, MI</b>
<b>1977 - 1980</b> <i>Vice President of Operations</i>	<b>Business Telephone Systems</b>	<b>Columbus, OH</b>
<b>1976 - 1977</b> <i>President &amp; Majority Stock Holder</i>	<b>Custom Communications, Inc.</b>	<b>Indianapolis, IN</b>
<b>1974 - 1976</b> <i>Regional Manager</i>	<b>Stromberg-Carlson Comm.</b>	<b>St. Louis, MO</b>
<b>1971 – 1974</b> <i>Vice President &amp; General Manager</i>	<b>TPI, Incorporated</b>	<b>Grand Rapids, MI</b>
<b>1966 – 1971</b> <i>District Manager</i>	<b>Michigan Bell Telephone Co.</b>	<b>Detroit, MI</b>

## Education

Industry & Management Courses and Seminars	Ongoing
<i>Oakland University</i> – Rochester, Michigan <b>Industrial Marketing</b>	1968
<i>Lansing Community College</i> – Lansing, Michigan <b>Business Management</b>	1966

## Professional Memberships

Founding Member, North American Telephone Association (NATA) and North American Telephone Dealer (NATD)

Board of Directors, Sales & Marketing Executives International

Advisor, Metropolitan Center for Technology – Detroit, Michigan