

Sal DiFonzo

Managing Director

Sal DiFonzo is the managing director of FMI Compensation. This business unit of FMI Corporation offers customers construction, engineering, environmental and design surveys as well as compensation consulting services. Work with clients includes assessment, design and implementation in the areas of company incentives, executive compensation, sales compensation and base pay strategies.

Prior to joining FMI, Sal founded Upside Solutions, a compensation consulting firm. He also spent seven years in sales management in the financial services industry. Sal's experience also includes compensation positions with increasing responsibility at Fortune 500 companies Eli Lilly and U S WEST, progressing to director of compensation and benefits at Honeywell International.

Sal earned a bachelor of arts in economics/business and psychology at Cornell College and a master of science in human resource management from the Krannert Graduate School of Management at Purdue University. He holds the following professional certifications:

- Certified Compensation Professional (CCP)
- Certified Benefits Professional (CBP)
- Certified Sales Compensation Professional (CSCP)
- Executive Education Graduate, Sales Force Incentive Planning, Kellogg Graduate School of Management, Northwestern University



Sal DiFonzo
FMI Compensation
14500 N Northsight Boulevard
Suite 313
Scottsdale, AZ 85260

Tel: 602.772.3427
Fax: 602.381.8228
Email: sdifonzo@fminet.com
Website: www.fminet.com