

# Joe Delfino joins FISBA North America as new VP Sales and Business Development

**TUCSON, Ariz., March 7th, 2022 - FISBA LLC, a wholly owned subsidiary of FISBA AG, a custom photonics solution provider headquartered in Switzerland, announced that Joe Delfino has joined the company as VP of Sales and Business Development.**



At FISBA North America, he is responsible for leading the overall business development strategy and managing sales operations.

He has built and lead business development and sales teams from small start-ups to large global corporations in both the private and public sector, most recently serving as the VP of Sales and Business Development in NA for Excelitas. His experience in the medical, life science, and advanced manufacturing markets are well suited to FISBA's North American focus.

"Joe's 25+ years of experience and knowledge of the US Life Science market, is a huge value for FISBA, said Wallace Latimer, President of FISBA North America. Joe and I have known each other for more than 20 years. We worked together successfully for several companies. I look forward to building on our previous success, growing the business and service to the North American market focusing on micro-photonics solutions."

## About FISBA

FISBA is a global company dedicated to shaping light through excellence in optical design, system engineering, high precision volume production and advanced optical coating. Specialties include, lenses down to 0.3 mm, complex flat optics, precise optical assemblies and sophisticated optical systems. In the broad field of photonics, FISBA focuses on solutions for Life Sciences, Advanced Manufacturing and Aerospace and Defense – always with the mission of empowering customers to exceed their goals. FISBA operates from its headquarters in Switzerland with subsidiaries in Germany, the US and China. The company is privately owned and builds its strength based on traditional Swiss values.

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