

Joseph Stopulos

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EDUCATION

Marquette University, Milwaukee, WI

Bachelor of Science in Business Administration, May 2008

Majors: Marketing and Entrepreneurship

WORK HISTORY

Account Executive, Holmes Murphy & Associates, Inc. – Des Moines, IA 06/08-Present

- Consult clients on the most effective use of their employee benefits dollars
- Help guide customers through health care reform legislation by making sure they are in compliance with the law and are using it to attract and retain the best employees possible
- Develop and implement sales strategies, which result in achieving new sales volume and profitability objectives
- Actively generate new sales leads
- Integrate all departments within Holmes Murphy with clients for the purpose of assuring long-lasting customer relationships and exceeding customer expectations

Sales Force Effectiveness Associate, GE Healthcare - Wauwatosa, WI 09/07 – 05/08

- Provide administrative, presale support through processing \$1,000,000 product quotations, escalating pricing discount requests, sales tool assistance, and document compliance
- Work directly with 12 Cardiology Account Managers, 7 product specialists, 3 project managers, and marketing managers
- Carry out administrative, post-sale support through order tracking, change order management, and resolving customer satisfaction issues

SERVICE/AWARDS

- Holmes Murphy President's Sales Meeting 2013
- Holmes Murphy President's Sales Meeting 2012
- Holmes Murphy Outstanding Sales Award – October 2012
- Alumni of the Greater Des Moines Leadership Class of 2012
- President of the Bull Moose Club from 2010-2013
- Founder of the Marquette University Alumni Club in Des Moines
- Board member of Man-Up Des Moines
- Board member of the Iowa Catholic Men's Conference
- Active member of the DMAM Rotary Club
- Active member of the Knights of Columbus
- 3 years of involvement with Junior Achievement
- 3 years of involvement with Big Brothers/Big Sisters
- 2 years of involvement with the United Way – Read to Learn campaign
- Music Ministry at St. Theresa's Parish