

## Joe E. Kukolla II

Regional VP, North Central

Joe, Regional VP, North Central, oversees enterprise business development for Availity / RealMed business services. Additionally, he manages a team of sales professionals charged with the development of new sales and product revenue, and identifying new channel sales revenue opportunities throughout the North Central region of the U.S.

Prior to joining RealMed in 2000, Joe served as a Division Manager for the Support Net arm of Arrow Electronics, one of IBM's largest North American distributors of mid-range systems. There, he developed and managed a sales and administrative team responsible for more than \$100 million in sales of IBM systems. He also served as the Sales Account Manager for Sun Microsystems, where he developed new accounts in the Fortune 1000 account base with large Indiana firms such as Thomson Consumer Electronics, American States Insurance and Delco Electronics. Joe also held positions at Digital Equipment Corporation and Burroughs Corporation, where he gained experience in sales and account management with Eli Lilly and GTE.

Joe earned his Bachelor of Science in Marketing and Business Administration from Indiana University in 1979.