

Josh Erceg

1011 Dover Street, Cedar Rapids, IA 52402
(319) 360-7350; josh-erceg@uiowa.edu

Education

B.A. Ethics and Public Policy

The University of Iowa

Expected Aug. 2014

Iowa City, Iowa

Course Highlights

Principles of Reasoning
Law and Economics

The Art of Persuading Others
Ethics

Social Psychology
Microeconomics

Management Experience

General Manager

Feb. 2011 – Present

High Energy Food Concepts/Martini's Bar

- Managed operations of a business that exceeded \$750,000 in revenue yearly and raised sales 8.53% during 2012-2013
- Calculated payroll of about \$6,000 bi-weekly with regards to sales vs. labor costs vs. profit
- Managed 35+ individuals of varying ages and abilities, crafted employee training guides, policies and expectations
- Recruited and hired, developed, and evaluated 50+ incoming employees over a 5-year period
- Coordinated and scheduled 75+ events and orchestrated 15-20 fundraisers yearly
- Created and maintained all Martinis' Social Media Outlets (Twitter/Instagram/Facebook/Foursquare/Dwolla)

Assistant Manager

High Energy Food Concepts/Martini's Bar

April 2010- Feb. 2011

- Assisted general managers in all day-to-day operations
- Sat in on General manager/owner meetings 3-4 times monthly
- Organized employee meetings 2 times per month to review sales, policy and overall staff morale
- Received multiple local awards and nominated to 5 "Best" lists
- Attained #2 Best Night Life bar in Iowa City (According to *college zmags.com*)

Volunteer

Volunteer Organizer/ Strategist

VOTE YES! Iowa City Zoning Referendum

Iowa City, Iowa 2013

- Submitted proper paperwork to city council concerning local ordinance that had an immediate effect on downtown Iowa City businesses
- Organized/Orchestrated a group of 100-150 volunteers to validate a petition surpassing 5,000 signatures and submitting a referendum to city concerning local ordinances pertaining to zoning
- Conducted a group of 30-40 volunteers to validate 22 petitions surpassing 200 signatures on each, for various satellite voting locations in Iowa City

Volunteer Coordinator and Assistant Campaign Manager

Iowa City, Iowa 2011

Raj Patel for City Council

- Implemented social media strategy, event management and the large-scale logistical voting operations
- Yielded an election of 35,000 voters while working directly with the Chief Strategist and Campaign Manager
- Arranged events for 50+ attendees including a kick-off party, multiple fraternity house events and watch party

Project H.O.P.E Psychology Volunteer

Iowa City, Iowa 2014

The University of Iowa

- Healthcare Occupations Preparations and Exploration (H.O.P.E) Psychology Simulation
- Worked with 50+ middle school students teaching them interactive psychology experiments
- Career based education program designed to connect minority and low socioeconomic middle school students to the health science professions early in their education

Internship

Sales Internship

Des Moines, Iowa 2014

Dardis Executive Training Academy

- Extensive executive sales training with an emphasis on oral and written communications skills
- Practice leadership presentation skills and received personal coaching and professional image coaching
- Opportunity to apply learned consultative sales skills into personal sales project