Eric Hoplin is President and CEO of the National Association of Wholesaler-Distributors (NAW), which represents the $8.2 trillion wholesale distribution industry, that powers one-third of the American economy by delivering the essential products businesses need to serve customers across nearly every sector of commerce.

Since joining NAW in 2020, Hoplin has led a transformative period of growth, more than doubling the size of the organization. Under his leadership, NAW launched new capabilities in analytics and AI, and it acquired Modern Distribution Management (MDM), which significantly broadened NAW's reach and impact across the industry. In the advocacy arena, NAW launched the Legal Policy Center and has expanded into handling state-based issues in addition to federal. A strong believer in the vital role wholesale distribution plays in the American economy and way of life, he is committed to positioning distributors for long-term success through advocacy, thought leadership, and innovation.

A seasoned executive and communicator, Hoplin previously served as Head of External Relations for Wells Fargo, where he led initiatives to enhance the company's reputation and advance pro-growth policy objectives through partnerships across the political spectrum. Before that, he was Executive Director at the Financial Services Roundtable (now BPI), representing the CEOs of the nation's largest financial firms. He also worked in management consulting at Booz Allen Hamilton, advising senior government leaders, and earlier in his career, worked in politics, supporting numerous congressional, gubernatorial, and presidential campaigns.

Hoplin is a leader in the charitable community, where he serves on the Board of the Trust for the National Mall, the Reagan Ranch Board of Governors, and the Corporate Advisory Board for So Others Might Eat (SOME). He's a prolific fundraiser, having raised millions of dollars for charitable organizations, NGOs, and political causes.

A Minnesota native, Hoplin holds a Master of International Affairs degree from Columbia University, an M.B.A. from Augsburg College, a B.A. in political science and communications from St. Olaf College, and a certificate in Change Management from Georgetown University McDonough School of Business. He lives outside of Washington, DC with his wife Nicole and their three boys.