

# CHRISTOPHER DE COLA

## National Product Manager

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## SUMMARY

Enthusiastic National Product Manager with extensive experience at a leading healthcare company, successfully driving marketing and operational efficiencies. Proven track record in sales training, product management, operations, and sales within the medical device industry. Adept at fostering relationships and driving revenue growth. Passionate about utilizing dialogic, human-centric organizational development practices to successfully implement change initiatives.

## EXPERIENCE

**National Product Manager** 07/2015 - Present  
**Lincare Holdings, Inc** Clearwater, Florida

A large nationwide healthcare services company specializing in the care of chronic illness

- Adept at driving growth via sales training, marketing, and forecasting for multiple new and existing medical services and devices

**Operations Manager** 10/2013 - 07/2015  
**Lincare Holdings, Inc** Youngstown, Ohio

- Managed a team of 15 in the NE Ohio/Western Pennsylvania market to generate 3.5 million in top line revenue, a 341% increase to prior year

**Sales Representative** 05/2011 - 10/2013  
**Lincare Holdings, Inc** Mentor, Ohio

- Leading Sales Executive with an overwhelming drive to succeed; sales targets were either met or exceeded each of the 28 months in the position

**Respiratory & Monitoring Solutions Sales Specialist** 02/2006 - 01/2011  
**Medtronic** Chicago, Illinois

Formerly Covidien/Nellcor

- Led large hospital-based CEU training programs
- Implemented practice change initiatives with Value Analysis Committees
- Associated with bringing four major products to market
- 100% Club for exceeding budget 2006-2009

## EDUCATION

**Master's degree, Organizational Leadership**  
**Gonzaga University** Spokane, WA

- Concentration in Change Leadership

GPA | 4.0 / 4.0

**Bachelor of Science, Journalism**  
**Bowling Green State University** Bowling Green, OH

## STRENGTHS

- ♦ Ability to connect with various personalities to affect change and drive growth

## ACHIEVEMENTS

- ♦ Induction into Sigma Nu National Honor Society while attending Gonzaga University

## SKILLS

Dialogic Organizational Development

Implementing Successful Change Initiatives

Tenacity · Appreciative Inquiry

## PASSIONS

- ♦ Developing/Facilitating Human-centric sales and operational training curriculums