



Nicole Carline,
Global Product Specialist
U.S. Health & Life Sciences

Nicole Carline is a Global Product Specialist for Microsoft's U.S. Health & Life Sciences team. She is responsible for leading strategic pursuits, forging teams of internal resources and partners to execute on transformation initiatives, and coaching business development managers and account teams.

Nicole started her career with Microsoft in November 2015 in a client facing role helping enterprise customers realize value with Microsoft's Business Applications products. After proving her ability to build relationships quickly and help customers achieve their business outcomes, she was asked to join the U.S. Health and Life Sciences team due to her background and subject matter expertise in healthcare and medical device manufacturers. Prior to Microsoft, Nicole began her career in medical device sales with Johnson & Johnson. She quickly brought on Key Opinion Leaders to J&J's Professional Education Department which resulted in a 300% increase in conversion of new physicians to use J&J's products globally. Nicole continued her career in med device sales and sales training with Boston Scientific, DynaVox Technologies, and then transitioned into the technology/software industry with Infinity Info Systems to enhance their healthcare software solutions.

Nicole is passionate in helping others succeed. Her positivity and enthusiasm are infectious as she consistently finds ways to make things exciting and more vital especially when challenges arise. Her life philosophy is "make every moment matter" and she applies it to every aspect of her life including business, relationships, family, and health.

Nicole resides in Wayne, NJ with her husband, Gregg, and their two highly energetic boys, Gavin (6 yr) and Christopher (4 yr). She is highly involved in her community, provides coaching for individuals whom are committed to achieving results, and has been an active member of HBA since August 2019. She loves spending quality time with family, Long Beach Island (or anywhere near water), the Peloton, and appreciates great food and wine.