



*Empower. Improve. Evolve.*

Paul Decelles  
Biography



**Paul@YardeZone.com**  
**860-729-5358**

***Business Leader, Executive Coach, and International Trainer.***

Paul's career in business began after graduating from Providence College, as a regional sales account representative for a national pharmaceutical company. The company was acquired by ICI Americas Inc., one of the largest multinational chemical & pharmaceutical companies in the world. Paul's 26 year career at ICI included several regional and national executive leadership positions. In 1995, Paul together with fellow executive Phyllis Rizey, founded Decision Point LLC, a business consulting firm that offered strategic leadership concepts, scientifically valid assessments and leadership development tools used by Fortune 100 companies to entrepreneurial companies throughout the tri-State area. In 1998, they started working with Yarde Metals, a growing metal distribution company with \$60 million in revenue. Decision Point helped Yarde Metals institute an innovative "open book" business model, increase sales to over \$600 million, and facilitated the merger with a multinational metal fabrication distribution company. Yarde Metals became the fastest growing and most profitable company in its sector and in its region. In 2006, Paul and Phyllis together with Craig Yarde, founded YardeZone Inc., a company whose mission is to "Redefine Monday" for all employees by creating empowered work teams that succeed. Today, Paul and the YardeZone Business Coaching Team work with leadership teams throughout the country to build successful companies one leader at a time!