

Mateusz Holt

Vaccine Sales Specialist

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📍 Richmond, VA 23220

STRENGTHS

- 🏢 **Account Planning**
Provider goals became clear action plans through segmentation, routing, and follow up, giving priority accounts steady attention.
- 🔬 **Scientific Communication**
Clinical conversations connected product information with practice needs. Colleagues often relied on this calm, useful approach.
- 👥 **Customer Retention**
Existing relationships stayed active through timely updates and practical support. Small follow ups often opened larger conversations.
- 👤 **Cross Functional Work**
Customer questions moved smoothly across medical, marketing, and service partners, keeping account responses grounded and useful.
- 📍 **Field Execution**
Travel based planning kept meetings focused and follow up visible. A clear route often made a full week work better.

SKILLS

Vaccine sales

Pharmaceutical sales B2B sales

Pediatrics IDNs FQHCs

Public health accounts

Territory planning

Key account planning

Pre call planning

Formulary discussions

Contract support

Scientific communication

Influenza vaccines

Customer retention

SUMMARY

Vaccine and healthcare **sales** professional with three years of experience building provider relationships, expanding account opportunities, and translating clinical information into practical customer value. Supports pediatric practices, community health organizations, independent providers, and multisite medical groups through disciplined territory planning and field engagement. Develops account segmentation, routing plans, pre call strategies, formulary discussions, contract support, and retention plans around provider objectives, access needs, seasonal demand, and long term growth. Leads credible product conversations with clinical and administrative stakeholders, then coordinates customer needs with medical, **marketing**, **customer service**, and account management partners. Bachelor's prepared in health sciences, with organized follow through, scientific **communication**, and travel based territory management supporting vaccine and healthcare product growth.

EXPERIENCE

Vaccine Sales Representative

Crescent Health Commercial Solutions 📅 March 2025 - Present 📍 Richmond, VA

Leads field sales across pediatric, community health, and independent provider accounts, connecting seasonal vaccine needs with account plans, scientific conversations, contracting support, and coordinated service delivery.

- Segmented pediatric and community accounts, then routed territory visits around influenza vaccine purchasing priorities.
- Built provider **business** plans from ordering patterns, flu season needs, and practical follow up actions.
- Led vaccine discussions with clinical stakeholders, linking **treatment protocols** with patient population and practice needs.
- Advanced formulary conversations by documenting requirements, coordinating responses, and tracking customer commitments through contracting.
- Coordinated medical, marketing, **customer service**, and account management support for clinical and supply questions.
- Maintained pre call plans and post call records, preserving relationships and opening new provider opportunities.

Healthcare Sales Associate

Piedmont Clinical Outreach Group 📅 October 2023 - February 2025 📍 Charlottesville, VA

Developed business relationships across medical practices and community health organizations, translating regional commercial priorities into relevant meetings, account research, onboarding support, and retention activity.

- Developed B2B relationships with medical practices through consistent field engagement and focused account research.
- Prepared meeting plans around organization type, service mix, stakeholder roles, and near term priorities.
- Presented approved **healthcare product information**, routing advanced scientific questions through appropriate internal resources.
- Supported contract onboarding by gathering customer documents, tracking open items, and coordinating operational handoffs.
- Maintained territory pipelines and follow up calendars balancing new account prospecting with **customer retention**.
- Converted regional priorities into weekly routes, meeting objectives, and documented customer next steps.

PROJECTS

Influenza Account Growth Initiative 📅 2025

LANGUAGES

English	Native
Spanish	Intermediate

MY CAREER



- Vaccine Sales Representative at Crescent Health Commercial Solutions (1.6 Years)
- Healthcare Sales Associate at Piedmont Clinical Outreach Group (1.3 Years)

Created a practical account planning initiative that connected provider needs, seasonal demand, formulary access, and coordinated follow up across priority healthcare segments.

Community Provider Engagement Program 📅 2024

Built a field engagement approach for community health organizations, using account research and scientific communication to support relevant customer conversations.

LEADERSHIP & AWARDS

- Recognized by sales peers for dependable follow through on complex provider questions and customer commitments.
- Selected for consistent territory organization, with colleagues seeking guidance on practical account planning and follow up.

EDUCATION

Bachelor's Degree in Health Sciences

Virginia Commonwealth University 🎓 GPA: 3.5 📅 2023 📍 Richmond, VA

Coursework: Healthcare sales, public health, human anatomy, clinical communication

CERTIFICATIONS

- Healthcare Sales and Customer Engagement Certificate 📅 2024
- Good Clinical Communication Certificate 📅 2024

TECHNICAL SKILLS

- **Account Planning Tools:** Account segmentation, key account plans, pre call plans
- **Healthcare Sales:** Vaccine sales, pharmaceutical sales, B2B sales
- **Customer Segments:** Pediatrics, IDNs, FQHCs
- **Public Health Sales:** Public health accounts, community health, healthcare providers
- **Contracting Skills:** Formulary discussions, contract commitments, contract support
- **Scientific Communication:** Product information, treatment protocols, clinical education
- **Territory Operations:** Territory routing, field sales, overnight travel
- **Customer Engagement:** Customer meetings, provider relationships, customer retention
- **Commercial Collaboration:** Sales leadership, account management, commercial objectives
- **Cross Functional Partners:** Medical Affairs, Marketing, Customer Service

PROFESSIONAL AFFILIATIONS

- Healthcare Sales Association member, maintaining connection with peers in provider engagement and commercial healthcare.
- Virginia public health community participant, following vaccine access discussions and local provider needs.

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST