



# Biography of Heather Paskewich

## **Medical Sales Professional**

Heather Paskewich is a seasoned professional known for her sales, business development, and client management expertise. With a broad career spanning medical sales, real estate, and

leadership roles, she has built a reputation for fostering meaningful relationships, achieving challenging goals, and supporting the success of those around her. Heather's career journey is defined by a commitment to excellence and a strong focus on delivering tailored solutions to clients

Originally from Connecticut, Paskewich graduated from St. Joseph College with a Bachelor of Science in Social Science, complemented by a minor in Spanish. These academic pursuits gave her a solid foundation in communication, which has proven essential in her ability to connect with people and understand their diverse needs.

Heather's most notable role was with Freedom Fertility Pharmacy by Evernorth (The Cigna Group), where she worked as Senior Sales Representative from 2016 to 2024. Over nearly a decade, she consistently ranked among the top two sales representatives nationwide, helping the company achieve exceptional growth. Heather managed key accounts across Connecticut, New York, and Western Massachusetts in her role, building strong relationships with fertility doctors, nurses, hospital administrators, and other stakeholders. Her deep understanding of the healthcare sector and ability to listen to clients' needs made her a trusted resource for healthcare professionals seeking solutions.

In addition to her sales success, Heather contributed to the growth of her team by mentoring new representatives, guiding them to meet their own goals, and playing an active role in the recruitment process to ensure the company's continued success. Her leadership was instrumental in shaping a high-performing team focused on achieving shared objectives.

Before joining Freedom Fertility Pharmacy, Heather gained valuable experience at Vertical Pharmaceuticals, where she worked as a Women's Health Sales Representative from 2014 to 2016. In this position, she exceeded sales targets and earned recognition for her contributions, including multiple performance awards. This role allowed Heather to develop her pharmaceutical industry skills further and deepen her medical sales knowledge.

Heather's experience extends to the real estate sector, where she worked with William Raveis. As part of a top-performing team, she assisted clients with buying and selling homes, earning accolades for her client service and ability to close deals efficiently.

What sets Heather apart is her exceptional communication skills, attention to detail, and ability to collaborate to achieve results. She thrives in environments that require strategic thinking and problem-solving, and her focus on delivering results has made her a valued team member and leader.

In her personal life, Heather Paskewich is passionate about giving back to her community. She volunteers with organizations supporting animal welfare and law enforcement and enjoys outdoor activities like hiking and golfing. She believes in maintaining balance and finding joy and fulfillment personally and professionally.