

POLLY L. WARD

RDH | BASDH | MPH

Clearwater, FL | (727) 215-8057

Ward.Polly@gmail.com

Energetic with Personable and Goal-Oriented Professionalism and Leadership

Confident and qualified professional with an exceptional expertise for advising and consulting clients in 1:1 settings. Energized by people, empowering them with solutions, products, and services that inspire change and positive outcomes. Recognized by colleagues for attention to detail, team-oriented collaboration, and exceptional communication skills.

TOP 10 ATTRIBUTES

Track record for professionally representing business interests while ethically advocating for client needs – listening, evaluating, recommending, and overcoming barriers with innovative solutions to complex challenges.

- Sales of Products, Services
- Client Relationships
- Trusted Leadership
- Personnel Management, Mentoring
- Collaborative Colleague
- Presentation/Speaking
- Published Author (DentistryIQ)
- Strategic Planning Skills
- Highly Requested Clinician
- Dependable, Loyal, Ethical

EDUCATION

A.T. Still University (Online)
Master of Public Health 2020

St. Petersburg College
(St. Petersburg, FL)
Bachelor of Applied Science 2018

Pensacola State College
(Pensacola, FL)
Associate of Science,
Dental Hygiene 1998

LICENSURE

Florida Dental Hygiene License; Local Anesthesia License; Nitrous Oxide Monitoring Certification; CPR for Healthcare Provider Certification

PROFESSIONAL ACTIVITY

American Dental Hygienists' Association; National Dental Practice-Based Research Network; American Dental Education Association; Dental Hygiene Advisory Committee at St. Petersburg College

SALES EXPERIENCE

Ivoclar Vivadent (Remote)

Professional Care Advocate

2022 – Present

Specializing in whitening and professional care product sales, including Cervitec Plus, OptraGate, sealant materials, and more.

- Organize and present lunch and learn sessions at individual practices, articulating key sales messaging points, answering questions, and resolving concerns
- Represent the company at local and national dentistry meetings and conferences, working tradeshow floors and building relationships of trust with clinicians
- Collaborate with dealer reps at meetings and in contacting to ensure positive handoff and consistent brand representation

WORK HISTORY

Steven D. Neyer, DMD (Dunedin, FL)

Lead Dental Hygienist/Office Manager

2003 – 2022

Officer Manager Role (2010 – 2022)

- Built excellent insider knowledge of dental practice financial management by overseeing reconciliations, audits, billings, deposits, coding, appeals, and other reports to senior management
- Directed all practice marketing strategies and public relations efforts that grow awareness and strengthen positive brand
- Handled hiring, onboarding, and team building practices for practice
- Managed and enforced office policies, ensuring continuity and consistency in services provided and outcomes achieved
- Served as team lead in meetings, presenting directives and guidelines, but also conveying practice goals, strategic direction, and mission
- Consulted with patients daily following careful analysis and evaluation, offering encouragement and treatment solutions to address issues
- Handled inventory management, generating preferred negotiated pricing and ensuring in-time vendor fulfillment

Lead Dental Hygiene Role (2003 – 2022)

- Conduct patient health history review, charting assessments, screenings, and exams
- Adept in periodontal evaluation: probing, inflammation, recession, bleeding, mobility, and bone loss; Exceptional prophylaxis care, periodontal treatment and maintenance
- Professional in approach to co-diagnosing oral disease and presenting treatment plan
- Skilled at cultivating patient relationships built on trust, evidence-based education, and valuable consultative dialogue
- Compassionate and sensitive treating individuals with compromised conditions
- Instinctive in taking steps to minimize medical emergency risk with patients

Florida Dental Centers (Clearwater, FL)

Dental Hygienist

1999 – 2007

Provide traditional clinical dental hygiene duties, including patient prophylaxis, documentation of exams and screenings, instruction, periodontal treatment, adjunctive therapy, and more.