

SALES MANAGER – FRANCE

Posted on 21 februari, 2025

Company Name Naslund Medical AB

Location Frankrike

Job Description

Naslund Medical is a global leader in fiducial marker technology, dedicated to improving radiotherapy outcomes. Our flagship product, **Gold Anchor**, offers unmatched clinical benefits, reducing complications, enhancing imaging, and optimizing treatment.

Our customers have found that Gold Anchor enables them to: - reduce complication rates from marker implantation - shorten lead times - treat more patients - easily fuse CT and MR images - reduce CT artifacts - reduce dose perturbation in proton therapy. The unique marker design provides superior tissue attachment and has excellent MRI visibility. All this makes Gold Anchor ideal for radiotherapy and SBRT.

After four years of steady growth in France, we are now seeking a **Sales Manager** to drive sales and expand our presence nationwide.

[About us • Gold Anchor](#)

Your Role:

As **Sales Manager**, you will be responsible for revenue growth and business development across France. This role requires a self-driven professional with strong industry experience and a deep understanding of radiotherapy, urology, and the hospital environment.

Key Responsibilities:

- Drive sales in line with targets and strategic goals.
- Build relationships with key stakeholders (Physicians, Physicists, Nurses, Administrators, etc.).
- Conduct customer visits, cold outreach, product demos, training, and procedural observations.
- Develop key opinion leaders (KOL) partnerships and manage key accounts.
- Stay up to date on product developments, competitor landscape, and reimbursement systems.
- Maintain accurate CRM records and provide regular reports to the VP of Sales.
- Represent Naslund Medical at events, exhibitions, and industry conferences.
- Travel extensively across France.

Your Profile:

- Experience in radiotherapy and/or urology and preferably a strong network of contacts in this field
- Sales- or clinical specialist/training experience
- Excellent communication and presentation skills.
- Bachelor's or advanced degree.
- Proficiency in MS Office (Word, Excel, PowerPoint, Outlook).

To apply for this open position, send your CV to Daniel Kremer, Senior Executive Search Consultant at daniel.kremer@moveup.se

By submitting your application, you also consent to us storing your personal data, including your CV and cover letter, and you agree that we have the right to share this information with our Client (Naslund Medical). You can withdraw your consent at any time.

Om företag

Naslund Medical AB is a privately held medical products company focused on the improved management and care of patients receiving radiation therapy. As the pioneer and leader in developing new technology for fiducial markers, Naslund Medical AB markets Gold Anchor worldwide. Gold Anchor enables quicker and more effective radiation therapy treatment with increased patient safety. Naslund Medical AB is based in Sweden with subsidiaries in the U.S., United Kingdom and France and with contracted distributors on a global level.

The Gold Anchor has been invented and developed by Ingemar Naslund, MD, PhD, Associate Professor, working as head of the Division of Radiation Therapy, Radiumhemmet, Karolinska University Hospital, Stockholm, Sweden for 20 years. Dr. Naslund was also part of the first publication on the SBRT technique that he invented with his colleagues, Associate professors, Dr. Henric Blomgren and Ingmar Lax, PhD. This technique has now spread all over the world and is becoming standard of care for some tumours.

Drawing knowledge from the fine needle aspiration cytology (also invented at Karolinska by Dr. Sixten Franzén) and the new technical development with on-board kV-imaging, Dr. Naslund had the idea that he could fit a very thin marker inside a very thin needle and thereby enabling safe fiducial based SBRT to organs all over the body. To our knowledge there is no other fiducial marker than Gold Anchor offering fiducial markers in ultrathin 25G needles.

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