



Thierry Lagadec

Sales Manager



Driving License
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I'm dedicated to accelerating the launch of innovative technology/ products in healthcare, deadline oriented and trustworthy with experiences in managing and selling. Proven performer with a consistent track record in team building, developing new businesses, generating customer loyalty, managing key accounts and delivering top sales results. Known for being flexible, a quick thinker and an effective problem solver.

Experiences

Senior Therapy Specialist

Abbott Medical France - Since April 2023 - Nantes - France

- ▶ In charge of the development of the radiofrequency and DRG portfolios in France, I work closely with the sales' team, the KOL and all the stakeholders involved in the DMU across public and private hospitals.
- ▶ RF Sales Representative of the year 2024.

Sales Representative

Avanos - April 2023 - Full-time - Quarter North West France

To promote Respiratory Health products, Public & Private hospitals, operating theaters, recovery rooms and ICUs, Negotiating bid price in public and private purchasing groups.

Sales Representative

Avanos - July 2018 to March 2023 - Full-time - Half West France

Spin Off Halyard becomes Avanos, Acute and chronic pain portfolio, Prevention of post operative infections product (stopped in December 2022), Radio frequency products' French launch (pulsed, continuous and cooled) in Q3 2021, capital equipment and consumables. Turn over 65 k€ in 2022 and sales forecast around 240 k€ in 2023 (total France 400 k€), In February 2023, Avanos decides to stop all pain activities in France, ignoring the potential of the radio frequency franchise on the market, Turn over 208 k€ in 2019, 177 k€ in 2020, 229 k€ in 2021, 316 k€ in 2022, 430 K€ forecast 2023.

Sales Representative

Halyard Health - July 2015 to June 2018 - Full-time - Half West France - France

Spin off Kimberly Clark becomes Halyard, Acute and chronic pain medical devices portfolio.

Sales representative

Quintiles - January 2014 to June 2015 - Full-time - Paris area - France

Medical devices, Acute pain medical devices portfolio, Transition from distribution to direct sales (Kimberly Clark), Public & Private hospitals, anesthesia, surgery, Operating theaters, Recovery rooms and ICUs, Negotiating bid price in public and private purchasing groups.

Skills

Hard skills

- ▶ Commercial Efficiency ★★★★★
- ▶ Strategic & Operational ★★★★★☆
- ▶ New Product Development ★★★★★
- ▶ Digital Communication ★★★★★☆
- ▶ Key Opinion Leaders Management ★★★★★

Soft skills

- ▶ Leadership ★★★★★
- ▶ Analytical ★★★★★☆
- ▶ Communication ★★★★★☆
- ▶ Creativity ★★★★★☆
- ▶ Agile ★★★★★

Education

Master's degree

IAE Business School

September 1990 to October 1991

Business Administration & Management

MSc Biochemistry

Rennes 1 University

September 1985 to September 1989

Courses

Marketing Institute, Krauthammer, Halifax, Insight Marketing and Baxter
January 2000 to December 2010

The Sales & Marketing junction,
The added value of the Sales Rep,
Management of a sales Force,
Sales & Negotiation,
Labour laws, recruitment, managing talents,
being managed and support growth,
Principles of Management Essentials cycle:
coaching, solving problems, critical think,
develop and evaluate people, interview.

Healthcare & Biomedical Council

Gerson Lehrman - October 2013 to April 2014 - Freelancer - Paris - France

Phone interviews, inquiries and strategic analysis for the MD market.

Consultant

Portage salarial - October 2012 to December 2013 - Freelancer - Paris - France

Development of sales strategies (business plans, sales commercial plans, competitive intelligence).

Sales Manager

Life Partners Europe - April 2012 to July 2012 - Temporary Replacement - Bagnolet - France

Trading of medical devices for gastrointestinal endoscopy.

Business Area Manager

Baxter - January 2002 to March 2011 - Full-time - Half East France - France

Fibrin glue and medical devices,
Negotiating bid price in public and private purchasing groups,
Leading, coaching and developing a team of 7 sales reps and 2 clinical supports,
Best Business Area Manager Award in 2007,
2007: +8.5% turn over 5 151 k€ / 2008: +5.4% turn over 6 283 k€ / 2009 (shortage) turn over 5 436 k€ / 2010: +11.2% turn over 6 471 k€,
Secure the business launching new products:
Flo seal 41 k€ in 2006, 870 k€ in 2010, Coseal 225 k€ in 2006, 430 k€ in 2009, Adept 89 k€ in 2006, 235 k€ in 2010,
14% sales prices growing in public hospitals increasing profitability.

Key Accounts Manager

Baxter - July 2000 to December 2001 - Full-time - Burgundy, Franche-Comté, Auvergne and private hospitals in Lyon - France

Sale of fibrin glue,
Dedicated activities: PMSI (potential) analysis, action plans, market strategies, and marketing, new hire training,
Second best Sales Representative in 2001.

Sales Representative

Baxter - February 1998 to June 2000 - Full-time - Burgundy, Franche-Comté, Auvergne - France

Sale of fibrin glue,
Best Sales Representative Award in 1999.

Sales Representative

Immuno AG - February 1995 to January 1998 - Full-time - Burgundy, Franche-Comté, Auvergne - France

Sale of fibrin glue and immunoglobulins (hematology, internal medicine, pediatrics and surgery units).

Interests

Music

Classical, Opera & Jazz music

Literature

In English

Travel

Sales Representative

Pierre Fabre - February 1992 to January 1995 - Full-time - Paris area - France

Drugs for vascular disorders, cardiac diseases and hypertension (GPs, cardiologists, phlebologists and gynecologists). In 1994, the best third annual growth.