
Zoom on: Arnaud Legland, Strategic Accounts Manager, Medsquare

Arnaud Legland

*****@***medsquare.com

Strategic Accounts Manager -
Medsquare

What are your key areas of interest and research/assignment?

Every day, I put all my efforts into making patient care and patient quality of care more efficient, comfortable and safe.

Since I'm not in direct contact with patients, I strive to fulfill this mission by providing healthcare professionals with innovative solutions that safeguard the patient's integrity.

Professional healthcare, with high-performance and fine-tuned equipment, contributes to a reliable diagnosis and effective treatment.

What are the major challenges in your field?

My major challenges are closely linked to our [Radiation Dose Monitor \(RDM\)](#) solution: the DACS (Dose Archiving and Communication System) for building a low-dose culture.

This product is an innovative solution that puts the patient at the center of attention during radiological examinations. The DACS market emerged only a few years ago – so the nature of the RDM solution may be scary to healthcare professionals, because it requires changes in the approach to the radiological examination in order to deliver a dose to the patient that we could manage.

Therefore, my major challenges today involve the quality of information, customer training and continuous user support.

What is your top management tip?

Listening to colleagues is fundamental: a colleague who is listened to is productive and fulfilled.

Participative management is another key to success: by involving more employees in the business – and particularly at a decision-making level – the manager strengthens interpersonal relationships within the team and promotes active contribution to the company's progress.

What would you single out as a career highlight?

Professionally, I'm most proud of having contributed to the success of [Medsquare](#) – a French SME on the DACS market – by winning 3 public tenders from all the hospital purchasing groups in France, in stiff competition and facing international players. This allowed us to equip the majority of French general and university hospitals with our RDM solution.

A few months ago my professional position evolved, and I am now also delighted to contribute to Medsquare's international reputation with RDM by expanding our distribution network in Europe. Winning the confidence of new partners is also a great source of pride.

If you had not chosen this career path, you would have become a...?

If I had not chosen the career I am now in, I would like to have become an architect. Big projects fascinate me!

What are your personal interests outside of work?

Sports – whatever the discipline – and the moments shared with family. These are two things that make me productive and contribute to my well-being and my sense of fulfillment.

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