Angela Spang

Revolutionizing Healthcare with Transformative Leadership

All our lives, we live up to dreams and goals. While the future is uncertain and can be diminishing, it never vanishes. It is the constant efforts towards our goal that makes every target achievable. Starting as a dancer at an early age and deciding to start a sales and marketing company **Angela Spang** is the proud **President** and **Owner** of **June Medical**. Today, Angela has become a strong leader in healthcare, successfully growing the business worldwide in 37 countries.

Setting up a company isn't an easy job; the challenges, the journey and a certain future. All this led **Insights Care** to interview Angela and know the source of inspiration and the overall journey through the interview.

Below are the highlights of the interview:

Kindly brief us about yourself and give us some insight into starting June Medical

I'm a Swedish national, and I moved to the UK over 15 years ago. I've had a long career in medical devices, but I was working with my previous employer in Amsterdam when the opportunity came up to become the distribution partner for that company. My boss at the time didn't like the idea at all and protested wildly while claiming that nobody else could do my division, and I couldn't possibly leave. However, after discussing it animatedly for two weeks, he finally gave in and agreed that there was the best opportunity the company could get to reach a successful launch of the new products in the UK.

June Medical was first a code name whilst I was leaving my previous job and setting up the legal entity in the UK, but I quite liked it and it stuck with me.

What was the source of inspiration that led you to venture into the medical device industry?

My formal education was as a dancer, but I quickly realised that a professional career as a dancer would only lead to a broken body at 40 years old. Once I reached the mature age of 22, I decided that I was going to start a sales and marketing company which I did successfully for a few years selling Goretex.

Coming out of that venture, I realised that I lacked a lot of the formal education that other people in my position had, and I looked for a position in a corporate company; Johnson & Johnson (JNJ) caught my eye for the simple reason that I liked healthcare a lot. The determining factor was the hiring manager. When he looked at me and said, “I don't care where you are coming from; I care where you are going.” I knew that was the place for me.

What are the core values that your company stands by? What are its mission and vision statements?

The core values for June Medical are all about trust. We are a small but highly efficient team. We work extremely well together with an unrelenting focus on the customer. This is evident in every single interaction both internally as well as externally.

Our mission is to simplify the complexity of the surgery, and our vision is that every surgeon who could benefit from improved retraction and surgery will have the opportunity to choose the self-retaining ring retractor GalaxyII that I invented.

Angela Spang
President and Owner
JUNE MEDICAL

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What were some of the challenges that you faced initially in establishing JUNE Medical in this highly competitive industry?

In terms of challenges for the company, we have had our fair share. One of our majority portfolio manufacturers decided to change tack and left the market. This took away almost 50% of our market share overnight. Next came Brexit, the challenges for medical devices, both when it comes to importing into the UK as well as exporting out of the country, have been devastating.

Then, of course, the pandemic; for any company that wasn't involved in PPE sales effectively went off a cliff. I'm proud to say that we made it through and are coming out stronger than ever. We've now made all the investments we need to successfully grow our business worldwide in 37 countries.

Share with us some of the strategies that have helped you as a medical device company founder.

As a founder and owner of a medical device company, I have a to-do list that is longer than my arm at any given point. To keep my sanity and not go crazy, I've decided that I need to focus on one thing every single day and that is to push the companies that I own the furthest I possibly can. If I can do that single thing and do that well, I can always lean on the fact that I've at least accomplished one good thing today. Now, of course, that doesn't always work, but it's a principle that keeps me going and prevents me from running myself into the ground.

How do you view technological advances to be a pathway for developing effective surgical devices?

I worked a lot with cadaveric training for surgeons and consider that to be the most efficient and effective training opportunity that exists today. Simulations are great but nothing beats operating on human tissue, especially in patients that can no longer get injured. Donors who donate their bodies to medical education science and research are brave and generous individuals who make life better for all patients who come after them.

There is an enormous gap where I believe technological advances can be hugely effective in the training and testing of medical devices. The fact that testing and training are happening on live patients today seems old-fashioned and outdated. I am hoping technology will take over and provide better options.

What endeavors are you currently pursuing to improve the services for your customers?

We have just set up automated monthly shipping in America for ambulatory surgery centers that have limited resources and limited storage space this seems to be a huge win. It helps them keep stock low and reduces the amount of work that they have to put into ordering medical devices that they use regularly like our GalaxyII retractor.

What advice would you like to give to budding entrepreneurs and enthusiasts who desire to venture into the medical device sector?

There is a lot of talk about early adopters and that's true in any area no matter what the invention is. Surgery is no different, there are early adopters also among surgeons.

However, it's important to remember that as a surgeon you trained for years to avoid risk at all costs. Change is always risky, especially in surgery. My best advice for somebody launching a new product is probably to take your forecast and half it, then stretch it. It will take twice as long as you think. That should be a realistic forecast for a new medical device entering the market.

How do you envision scaling JUNE Medical's services and operations in 2023 and beyond?

With a lot of the setup work already behind us, we are now prepared to grow in many markets at the same time. Approvals and manufacturing are all geared up for Galaxy to become the global market leader in surgical retraction. Our job now is to ensure that we have outstanding customer service and that we will never run out of stock, no matter how fast we grow. A huge challenge and an expensive one, as we need to keep stock in several locations across the globe, but we have promised to never let our customers or our sales teams down!