Oncotherm Group
Marketing & Sales Strategy

Janina Leckler, Marketing & Sales Manager, Oncotherm Group Germany/Hungary

SALES ORGANISATION

Organisation and coordination/support:
Oncotherm GmbH, Germany
Freelancer in Germany:
The Pockwood Corporation

International Distributors and their territories:
C-Therm Africa
Erkwood Limited
Cayman Islands, Jordan, Kazakhstan, Russia, Turkmenistan, Ukraine, Uzbekistan
Hotel Co. Ltd.
South Korea, Australia
Instituto Di Medicini Biologica
Brazil
Oncomed Inc.
United Arab Emirates, Colombia, Egypt, India, Indonesia, Kazakhstan, Pakistan, Peru, Russia, Serbia, Turkey, Qatar, United Arab Emirates
Tamer Corporation for Medical Supplies
Jordan, Iraq, Kuwait, Lebanon, Qatar, Saudi Arabia, United Arab Emirates
Tasakaya Co. Ltd. (Thailand) / Tasakaya Machine Ltd.
Japan, Thailand, Vietnam, India, China, Malaysia, Myanmar, Singapore, Thailand
TEK Grup Saglik Hasmetleri A.S.
Turkey, Cyprus, United Arab Emirates
The Pockwood Corporation
Saudi Arabia

Marketing Organisation

Head: Oncotherm GmbH, Germany
Assistance: Oncotherm Kft., Hungary

Marketing actions for the support of sales and customer satisfaction:

Monthly Newsletter with information on events, new developments and the science
Brochures about devices and the method for doctors, special patient brochures
Oncothermia Journal (published three times a year)
Website with special login-area for customers
Films about treatment and device use
Yearly Oncotherm Symposium
Oncotherm booth at national and international conferences and events
Publications (Oncotherm-books and many scientific articles)
Press Releases