

PRODUCT SPECIALIST – SPORTS MEDICINE

Posted on 29 januari, 2026

Company Name Medioplast AB

Location Stockholm

Job Description

Medioplast is expanding and we are now looking for a **Product Specialist** to join our Sports Medicine team. In this role, you will act as a clinical and technical expert, supporting physicians and their teams in the use of sports medicine and hand surgery products during procedures. You will also be responsible for driving sales and marketing activities for your product portfolio across your region, Stockholm and northern Sweden.

Your contribution will be central to ensuring optimal product use, strong customer relationships, and continued business growth.

Key Responsibilities

Product Training & Clinical Support

- Provide technical and clinical training to healthcare professionals through in-service sessions, product demonstrations, and support during live procedures
- Act as a trusted expert on product usage, best practices, and clinical applications
- Continuously stay up to date on product instructions, clinical evidence, and market developments

Customer Relationship & Sales Growth

- Achieve sales targets by identifying opportunities and building long-term relationships with surgeons, nurses, and key decision-makers
- Develop and maintain strong relationships with key accounts and KOLs
- Ensure product availability in hospitals, including management of consignment stock where applicable

Business, Market & Cross-Functional Collaboration

- Analyze market and sales data to optimize territory planning and support commercial decision-

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- Contribute to marketing activities and collaborate closely with colleagues across the Mediplast organization

Industry Representation & Networking

- Represent Mediplast at congresses, fairs, and industry events
- Actively promote products and strengthen Mediplast's presence within the sports medicine community

Tender Process

- Actively participate in both pre-tender work and tender submissions
- Influence tender specifications and collaborate closely with the Tender department
- Provide market insights and product expertise to support competitive and successful tenders

About You

You are a driven and commercially minded professional with a strong clinical interest and the ability to build trust in demanding healthcare environments.

- University degree in natural or engineering sciences (e.g. medical, pharmacy, chemistry) or equivalent
- Experience within orthopedics; experience in sports medicine and/or hand surgery is a strong advantage
- Proven track record in sales and relationship management
- Strong communication skills and confidence guiding physicians through complex procedures
- Team-oriented, customer-focused, and comfortable interacting with stakeholders at all levels

You have strong analytical capabilities and are confident working with data and analysis tools. You are able to initiate, drive, and complete projects independently. The role includes working in hospital environments and attending live patient cases.

Other Requirements

- Fluency in Swedish and English, both written and spoken
- Valid driver's license
- Willingness to travel as required
- Experience with complex technical systems or critical patient care settings is an advantage

- Broad understanding of anatomy is beneficial
- Strong problem-solving skills and ability to perform under pressure

At Mediplast, we value a healthy and inclusive culture characterized by **humility, respect, helpfulness, and personal ownership** — always with a strong focus on the patient and healthcare professionals.

We look forward to receiving your application.

In this recruitment Mediplast is collaborating with **Moveup Consulting**.

For questions regarding the position, please contact recruitment consultant Richard Etz +46 733 872721

Please send your application in the form of a CV and a Cover Letter to richard.etz@moveup.se

We review applications continuously!

By submitting your application, you also give your consent to storing your personal information, including a CV & Cover letter, and that we have the right to share this information with third parties (our client). You can withdraw your consent at any time.

Om företag

About Mediplast

Mediplast is part of the AddLife Group, sharing a vision of improving lives through innovative medical solutions. As part of a leading MedTech family, we offer expertise, product training, and support that empower our people and customers to succeed.

Sustainability and responsibility are at the core of what we do — from mindful resource use to strong governance and ESG practices. We also prioritize positive social impact, building lasting relationships with employees, healthcare professionals, and communities.

Our culture is defined by humility, ownership, helpfulness, and respect — values that make us a trusted partner and a company people are proud to work for.

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