

SALES MANAGER, SWEDEN (STOCKHOLM & NORTH)

Posted on 7 oktober, 2025

Company Name Bonesupport AB

Location Stockholm

Job Description

Are you a driven sales professional with a passion for medtech and orthobiologics? BONESUPPORT is hiring a Sales Manager to strengthen our presence in Stockholm and the northern region and to accelerate growth for our innovative CERAMENT® platform.

Role overview

You will:

- Drive revenue growth and expand the customer base.
- Build strong, sustainable relationships with Key Opinion Leaders (KOLs) and healthcare professionals.
- Educate and train users on the clinical and economic benefits of CERAMENT®.
- Plan and execute customer visits, workshops, and events.
- Deliver accurate forecasts, market insights, and KPI reports.
- Record activities and opportunities in Salesforce daily.
- Collaborate closely with colleagues across Sales, Medical Affairs, and other functions.

About you

You are commercially driven, self-motivated, and structured. You excel at building relationships, creating new opportunities, and navigating complex sales environments. You have:

- **5+ years'** experience engaging orthopaedic surgeons, including work with trauma and infection-related products.
- A relevant degree or equivalent experience with the ability to interpret clinical studies.
- A proven track record of proactively creating and closing sales opportunities.
- Experience with Salesforce or a comparable CRM.
- Fluency in **Swedish and English**, written and spoken.

- Experience with **chronic osteomyelitis, foot & ankle, limb salvage, and revision arthroplasty/PJI** (advantageous).

What we offer

- A dynamic, international environment in a fast-growing medtech company.
- The opportunity to represent a unique and innovative product portfolio.
- A supportive team culture with mentoring and knowledge sharing.
- A competitive total-rewards package.

Why BONESUPPORT?

We are transforming bone disease management through our proprietary CERAMENT® platform. Join us to make a real impact on patients' lives while shaping the future of orthobiologics.

Apply

We are partnering with **Moveup Consulting** for this recruitment.
Questions? Contact our recruitment consultant:

Richard Etz

+46 733 87 27 21

richard.etz@moveup.se

Please send your application—**CV and cover letter**—by e-mail to the address above.

By submitting your application, you consent to the processing of your personal data (including your CV and cover letter) for this recruitment and sharing with our client. You may withdraw your consent at any time.

Om företag

BONESUPPORT AB is a rapidly growing orthobiologics company which develops and commercializes innovative injectable bioceramic bone graft substitutes for the treatment of bone voids that are based on our novel and proprietary **CERAMENT®** technology platform.

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