



Global Key Account Manager High Tech & Semicon (m/f/diverse)

Fixed term contract: 2 years

📍 **Location:** Schiphol

🔒 **Employment level:** Direct entry

📁 **Function:** Business Strategy / Corporate Development

🕒 **Working time:** Full time

The next great job, just minutes away!

Tasks

- Own and grow a portfolio of strategic **High Tech & Semiconductor accounts** (~20%)
- **Actively acquire new customers** across Benelux, UK, France, Germany, and Central Europe (~80%)
- Drive **new business development**, including upselling and cross-selling of time-critical solutions
- Act as the **main point of contact for key accounts**, ensuring excellent customer experience and long-term partnerships
- Build and execute **account plans, revenue strategies, and business reviews**
- Collaborate closely with **global and regional teams** to deliver end-to-end customer solutions
- Track **market trends, customer needs, and competitive landscape** to identify growth opportunities
- Prepare **presentations, proposals, reports**, and maintain accurate CRM data

Behind the scenes

Video: <https://player.vimeo.com/video/1001972529> ↗

...what if, is what we do when time matters

At time:matters, we're the experts in high-performance logistics. We love what we do—and have for over 20 years! Join our team, help shape the future of time:matters, and embark on your career journey with us!

Requirements

- You bring **5+ years of sales experience in freight forwarding**, ideally within High Tech or Semiconductor

- You are **fluent in English** and confident engaging with international, senior and C-level stakeholders
- You thrive in **time-critical airfreight and special speed logistics** environments
- You have a proven **hunter mindset** and enjoy winning new business
- You bring an **existing network within the high-tech / semiconductor industry**
- You combine strong **commercial acumen** with a hands-on, can-do attitude
- You enjoy working in a **fast-paced, international environment** and are open to frequent travel
- You have valid, unrestricted **work authorization/permit** in the Netherlands

Benefits

Company bonus (if applicable)

Flight privileges

Company car

Hybrid working possible

Flexible working hours

Company sports / gym

Attractive company pension scheme

Company bonus (if applicable), Flight privileges, Company car, Hybrid working possible, Flexible working hours, Company sports / gym, Attractive company pension scheme

Contact

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HR

E-Mail ↗

About time:matters Netherlands B.V.

We at time:matters are the Experts for High Performance and global Special Speed Logistics and we love what we do! We transport urgently needed spare parts, life-saving stem cells and important documents by air, rail and road quickly and reliably from A to B - if required also personally accompanied by an airmates On Board Courier. For our customers, our more than 330 employees worldwide implement tailor-made logistics solutions and make the seemingly impossible possible. Would you like to contribute to the success of time:matters with your unique personality?

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