

Commercial Intern (Account Management)

As a Commercial Intern at Temper, you will take ownership of the commercial success of a set of assigned locations. This is not a watch-and-learn internship. From day one, you actively contribute to growth, performance, and client success.

You will work closely with our Account Managers and the broader commercial team and learn how a high-growth platform scales its customer base. A key part of your internship is proactively reaching out to clients, working with clear call targets, and learning how to drive results through structured sales using SPICED method and account management activities.

The challenge 🧩

- Taking ownership of a portfolio of enterprise locations and actively working on their growth and performance
- Proactively calling clients and workers to drive usage, fill shifts and improve performance, working with clear call targets
- Guiding clients through the growth funnel and converting them into loyal, high-performing users of the Temper platform
- Using data and insights to identify opportunities and advise clients on how to improve platform performance
- Supporting the onboarding of new locations and ensuring a smooth start on the platform
- Contributing to commercial sprints and working towards team targets and KPIs

This internship is ideal for someone who wants to build a career in sales, account management or a commercial role and is motivated to take responsibility for their own learning curve and impact.

Your Temper team 🤝

You will join a team of 7 Account Managers. This team helps some of the largest hospitality, retail and logistics companies in the Netherlands grow on our platform.

The team is ambitious, data-driven and collaborative. We move fast, take ownership and are not afraid to pick up the phone. You will be coached closely, while also being expected to take responsibility for your own internship and development.

What makes you a great fit

- Preferably study Hospitality Management, Business, International Business, or a similar field
- You are intrinsically motivated to build a career in sales, account management or a commercial role
- You take ownership of your work and your own development
- You are proactive, not afraid to pick up the phone and comfortable working with call targets
- You communicate clearly and confidently with clients
- You are organized and able to manage multiple tasks and priorities
- You enjoy working towards concrete goals and KPIs
- You are currently enrolled in a relevant HBO or WO study for the complete duration of the internship
- You are fluent in English and Dutch
- Availability for 5 days a week for 6 months (or at least 5 months)

Great to have

- Previous experience in a commercial, sales or customer-facing role
- Affinity with tech platforms, marketplaces or scale-ups

What we offer

- Work closely with experienced professionals in a supportive and collaborative team environment.
- Hands-on exposure to a fast-growing scale-up at our bright Amsterdam office.
- Flexible working hours to fit around your academic commitments.
- Paid lunch and travel expenses when visiting the office.
- Laptop and the gear you need.
- Compensation of €800 per month.

We are Temper 🙌

Are you passionate about helping people adjust work to fit their lives, not the other way around? At Temper, our mission is to revolutionize the labor market with technology, making it fairer, more accessible, and efficient. We empower the new generation of workers who crave flexibility and control over when and where they work— by providing them with a solution right at their fingertips!

What makes our platform successful is that it is built around our users' needs - We do it for them! We take pride in our user-centric approach, constantly evolving to meet their demands and exceed expectations. Our goal is to give businesses a tool that lets them easily connect with great people looking for flexible shift work.

At Temper, every team member has the opportunity to make a significant impact. Our core value, "We Own It," drives our culture (quite literally, as you will see in our equity plan). We believe in empowering you to take ownership and responsibility, so that together, we can take Temper to the next level.

Our unique culture is proudly embodied by our colleagues at Temper. With over 17 nationalities represented, we embrace remote work across more than 10 countries, alongside our bustling offices in Amsterdam and London. Several times a year, we come together to connect, share knowledge, and foster our vibrant community.

Join us on this exciting journey as we redefine the future of work! Your passion and dedication will shape the way millions approach their careers worldwide.

Apply now! What can you expect afterwards?

- Recruiter call (30 minutes)
- Manager interview (45 minutes)
- Team fit interview (45 minutes)