



Business Development Executive

At MilkMate, we're on a mission to empower working moms and the employers who support them. MilkMate is proud to introduce the market's first all-in-one, revolutionary breast pumping solution and service that was designed to meet the needs of employees who wish to breast pump in the workplace and employers who care to support them. MilkMate believes that working moms should never have to choose between family and a professional career due to the challenges of breast pumping in the workplace.

MilkMate is looking for a reliable Business Development Executive to join its growing team. The role will support critical activities associated with sales and report into the Chief Revenue Officer.

A successful Business Development Executive should be highly organized, have a versatile skill set, be eager to learn and be excited about the prospect of getting exposure to both the back and front end of the business.

Key Responsibilities:

- Identifying and pursuing new business opportunities through networking, LinkedIn, events, and cold and warm outreach
- Managing the end-to-end sales cycle from lead generation to closing
- Developing and maintaining strong, long-lasting client relationships
- Building and executing strategic sales plans to consistently achieve or surpass quarterly revenue targets
- Collaborating across all departments internally to ensure our product continues to evolve to meet our clients' needs
- Staying informed on industry trends and the impact to customers

Requirements & Skills:

- 3 - 5 years of proven success in a sales role
- Experience negotiating, structuring, and closing complex deals
- Experience carrying and exceeding sales targets/quota
- Proficient in creating and presenting PowerPoint decks
- Excellent verbal and written communication skills
- Ability to thrive working independently and as part of a team
- Experience with HubSpot, Apollo, LinkedIn Sales Navigator is a plus
- A passion for our mission to empower working moms and the employers who support them and a desire to be part of a growing startup

This role is based in Manhattan, NY, and offers a hybrid work schedule. Employees are required to work in the office three days a week (Tuesday – Thursday) and may work from their home office for the remainder of the week, subject to company policies and team needs.

Compensation range is \$80,000 - \$120,000.

If you are seeking the opportunity to gain early startup experience, are entrepreneurial in spirit, have a “no problem is too big to solve” mindset, and are passionate about supporting and empowering working moms, come join us as we look to scale our Company in a major way!

For interest in learning more about the role, please contact careers@milkmate.com.

MilkMate is an Equal Opportunity Employer and strives to ensure that all employees and applicants are treated without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, disability, age, genetic information, or any other characteristic protected by law. We are committed to promoting diversity and inclusion within our workforce.

MilkMate participates in E-Verify and will provide the federal government with your Form I-9 information to confirm that you are authorized to work in the U.S. only after a job offer is accepted and Form I-9 is completed.