



Sales Associate

MilkMate is redefining support for pumping parents at work through the only all-in-one workplace lactation solution — helping employees save time, feel supported, and return to work with confidence during early parenthood. We partner with forward-thinking employers to create workplaces that better support modern families. We're a small, high-ownership team that moves quickly, cares deeply about the work, and believes great brands are built through consistency, creativity, and execution. If you're excited by fast-moving environments, real ownership, and the opportunity to help shape a growing company, you'll fit right in.

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

A successful Sales Associate 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:

- Owning initial stages of sales cycle, qualifying leads, and creating opportunities for sales team
- Researching accounts, identifying key players, and conducting outreach with a variety of approaches like email sequencing and cold calling
- Planning, coordinating, and attending conferences and customer events
- Directly contributing to the growth of MilkMate by building strong customer connections

Requirements & Skills:

- 1-2 years of relevant work experience
- Interest in sales and/or women's health
- Excellent verbal and written communication skills
- Exceptional organizational and time management skills
- Ability to thrive both working independently and as part of a team
- 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
- Experience with HubSpot, Apollo, LinkedIn Sales Navigator, is a plus
- Experience carrying and exceeding a quota, is a plus

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: Base salary of \$60,000 – \$75,000, plus commission (target \$10,000 – \$20,000 annually; uncapped).

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.