

Why the Rising Stars program is essential for your career growth



Advancing in sales takes more than effort—it requires a clear career trajectory, support from industry leaders, and a proven development process. Without these, SDRs risk plateauing, missing out on promotions, or transitioning into mismatched roles. Rising Stars eliminates these barriers. By investing 15 months in structured growth, you gain access to tailored opportunities, diverse career pathways, and the confidence to excel in high-impact roles.

Why choose Rising Stars?

Unlike traditional SDR roles, Rising Stars offers a structured pathway to leadership and diverse opportunities. With access to industry experts, tailored development plans, and guaranteed placement in high-impact roles, Rising Stars sets you apart.

Our approach

At memoryBlue, the Rising Stars Program combines rigorous training, real-world experience, and career coaching to ensure participants are ready for the next step. From day one, you'll work with seasoned professionals to refine your skills, achieve milestones, and align your career goals with opportunities in top companies.

We emphasize:

- **15-Month commitment:** A structured growth period that builds expertise and resilience
- **Personalized support:** Tailored feedback and career guidance to align with your aspirations
- **Strategic placement:** Graduates are matched with roles that suit their skills and ambitions



Key features

Additional services

- **Career coaching:**
Personalized guidance to align career aspirations with opportunities.
- **Leadership training:**
Workshops to prepare participants for managerial roles.
- **Global placement:**
Opportunities across industries and geographies, including **Cybersecurity, SaaS** and **IT Solutions**.

Elite career placement

- **Expanded network:** Connections to top-tier companies actively hiring
- **Fast-track to promotions:** Most alumni achieve leadership roles within 12–18 months of graduating

Skill development

- Master **objection-handling, pipeline management, and mentorship**, equipping you for senior roles
- Gain hands-on experience across diverse industries like **Cybersecurity** and **SaaS**

Mentorship and support

- Access to a structured mentorship program at memoryBlue, with **85% of participants** citing mentorship as key to their success

Diverse career pathways

- Opportunities extend beyond Account Executive roles to **Marketing, Customer Success, and Sales Operations**
- **80% of alumni** discover unexpected career options through the program

Success Metrics

- **One in seven** Rising Stars placed through our program has already earned a promotion within their new role
- **Average OTE our Rising Stars Receive:** 66K–105K base salary
- Our Rising Stars typically **receive an offer within 30 Days**

***Your journey starts here.**
Join the Rising Stars Program
and transform your career
trajectory.*

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