Recruit top talent, accelerate hiring without a big investment

20+ years of sales experience

Deep expertise in tech sales development with hundreds of successful customers

A global sales network

A vast alumni network of former SDRs, ISRs and AEs to choose from

Only pay for results

Only pay for successful hires, no upfront fees— with high retention rates

Why sales recruitment is challenging

Finding exceptional sales talent in today's competitive market is harder than ever. Hiring is not just about filling roles—it requires building a thoughtful recruitment practice, especially if it's not a core capability of your business. Companies face rising costs from job postings and recruitment tools, while sifting through an overwhelming flood of resumes can bog down internal teams.

Worse, this deluge of unqualified candidates can obscure the top talent you need to drive results. For B2B tech companies, where sales roles are highly specialized, the stakes are even higher. Without the right expertise, you risk wasting resources or hiring the wrong talent, which can set your team back significantly.

memoryBlue eliminates these obstacles by leveraging a proven recruitment model tailored to your needs. Whether you need SDRs, AEs, or strategic sales leaders, we deliver ready-to-perform professionals quickly and efficiently.

Key features

- **Rapid hiring process:** Average time-to-hire of just 16 days, far outperforming industry averages

- **Deep candidate pool:** Access to a vetted network of top-tier professionals, including SDRs, AEs and Sales Leaders

- **Tailored solutions:** Former top-performing sales professionals leveraging ABM strategies to secure elite talent and outpace your competition

- **Proven success:** 80% fill rate compared to the industry average of 20%-30%

- **Thorough processes:** Our team, with firsthand experience in the roles you're hiring for, conducts thorough 90+ minute vetting sessions with each candidate to ensure only the best reach your pipeline

For inquiries, contact our Rising Stars team today and elevate your sales success.

Joseph Trapasso | Global Head of Client Recruitment Services
Office: **516.242.4668**

Proven recruitment approach

At memoryBlue, we combine decades of experience in sales development with a structured recruitment process designed for results. It starts with understanding your business needs, culture, and growth objectives. From there, our recruiters use multi-channel prospecting and advanced tools to build a pool of qualified candidates, each pre-screened for skill, motivation, and cultural fit.

We don't stop at identifying great candidates; our tailored presentation approach ensures the best match between your team and prospective hires. With detailed vetting and transparent communication throughout the process, you can trust us to deliver top-tier talent ready to hit the ground running.

Success metrics

- **4–5** pre-screened, qualified candidates delivered for every placement

- **16 days:** Average time-to-hire

- **80% fill rate:** Far exceeding industry standards

Additional services

In addition to recruitment, memoryBlue provides a suite of services to ensure your sales team is set up for success.

- **memoryBlue Academy:** Develop your internal team with industry-leading training programs designed to elevate sales performance. Whether you're onboarding new hires or sharpening the skills of existing teams, the Academy provides hands-on training tailored to your needs.

- **Flexible hiring models:** We offer options to bring SDRs in-house or hire on a project basis, giving you flexibility without the risks of permanent hires.

- **Sales consulting:** Gain access to expert guidance on market benchmarks, compensation structures, and sales scaling strategies. Whether you're navigating quotas or preparing for rapid expansion, our consulting services provide the insights you need.

- **Recruitment outsourcing:** Save time and resources by letting us handle the end-to-end hiring process. From sourcing to onboarding, we take care of every detail, allowing you to focus on driving results.