

memoryBlue Announces 2016 Alumni of the Year Award Winner

Taylor Pierce Earns Company's Highest Honor

Vienna, VA - memoryBlue today named former employee Taylor Pierce as their 2016 Alumni of the Year. Pierce currently serves as the Senior Director of West Coast Sales for Cigital, one of the world's largest application security firms.

He bested an impressive set of finalists that included Stuart Dyer (Business Development Manager, CyrusOne) and Trey Surber (Senior Account Executive, Deltek, Inc.). The three finalists were selected from a pool of close to 30 applicants and nominees for the company's annual award.

"I'm extremely proud to have started my sales career at memoryBlue and to accept this award," said Pierce. "I frequently view my career accomplishments as victories for memoryBlue and its growing reputation as a premier training ground for top sales talent."

Helping select the award winner this year was a panel comprised of highly accomplished inside sales professionals and renowned educators. These individuals have spent their careers furthering the sales industry as well as building bridges between talented college students and the sales profession. The panelists included Trish Bertuzzi (President and Chief Strategist, The Bridge Group), John O'Brien (President, AroundCampus LLC) and Dr. Terry Loe, Ph.D. (Director, Center for Professional Selling at Kennesaw State University).

"Our distinguished group of panelists had an immensely difficult choice this year," commented the company's Managing Partner and Co-Founder, Chris Corcoran. "Any one of the three finalists could have won this award and the final vote was incredibly close. Congratulations to Taylor for taking the title."

After over a decade of work helping technology-oriented companies achieve revenue growth, hundreds of memoryBlue Alumni have elevated into roles with some of high-tech's most recognizable names and hottest startups. The memoryBlue Alumni of the Year Award recognizes individuals who have achieved outstanding accomplishments in their high-tech sales careers.

Pierce will officially be honored at a company-wide awards ceremony later this year and he will receive a \$5,000 paid vacation to the destination of his choice.

About memoryBlue

memoryBlue grows and finds top inside sales talent for high-tech companies through outsourced consulting and direct-hire permanent placement. The memoryBlue "Try + Hire" offering gives clients the option to hire their consultants at any time during an engagement. This powerful model reduces client risk while it attracts top talent to a proven launching pad for future high-tech sales leaders and feeds the memoryBlue Alumni Network.