

NEWS RELEASE

PMI Named 2023 Training Industry Top 20 Sales Training and Enablement Company

Cary, NC and Atlanta, GA – March 6, 2023: Training Industry announced that Performance Methods, Inc. was named to the 2023 Training Industry Top 20™ list of Sales Training and Enablement companies. Training Industry is the leading research and information resource for corporate learning leaders and prepares the Training Industry Top 20 and Training Industry Watch List reports on critical sectors of the training marketplace to better inform professionals about the best and most innovative providers of training services and technologies.



Selection to the 2023 Training Industry Top 20™ Sales Training and Enablement Companies List was based on the following criteria:

- Breadth and quality of program and service offerings.
- Industry visibility, innovation and impact in the sales training market.
- Client and customer representation.
- Business performance and growth.

“This year’s selection for our Top 20 Sales Training & Enablement companies list provides quality sales offerings in a wide range of roles, topics, competencies, metrics and modalities to fit the sales training needs of any organization,” said Jessica Schue, market research analyst at Training Industry, Inc.

“These companies all offer a custom tailored experience for their learners, incorporating blended learning styles and keeping up-to-date with the best offerings, research and innovations to provide their customers with the most cutting-edge selling trends and better results.”

Steve Andersen, President and Founder of PMI commented: “Training Industry, continues to provide an outstanding service to the sales performance community through meaningful and relevant insights and perspectives regarding providers and their areas of specialty. The diligence of the Training Industry team in highlighting this information to the market is just one of the things that delights the PMI team to be included in the 2023 Sales Training and Enablement Top 20.”

About Performance Methods, Inc. Based in Atlanta, PMI provides consulting and training services to assist clients in the design, development, and deployment of sales and strategic account management (SAM) performance solutions. PMI's unique approach provides clients with customized and integrated solutions consisting of value selling, opportunity planning, and account planning processes, best practices, skills, and tools. PMI has been selected by many of the world's leading corporations and has been widely recognized for the innovation, effectiveness and strength of its contemporary suite of customized sales and SAM performance solutions. PMI is active in the Strategic Account Management Association (SAMA), the global authority for strategic account management best practices, and serves on SAMA's Certified Strategic Account Manager (CSAM) faculty, as well as SAMA's Board of Directors. PMI has been recognized by TrainingIndustry.com as a "Top 20 Sales Training and Enablement Company" each year since the award's inception (2008 – 2023). For additional information, visit www.performancemethods.com.

About Training Industry

Training Industry (<https://trainingindustry.com>) is the most trusted source of information on the business of learning. Our authority is built on deep ties with more than 450 expert contributors who share insights and actionable information with their peers annually. Training Industry's live events, articles, magazine, webinars, podcast, research and reports generate more than 5 million industry interactions each year, while the Top 20 Training Companies Lists help business leaders find the right training partners. For a complimentary referral, visit <https://trainingindustry.com/rfp>.

Performance Methods, Inc. | March 2023