

# NEWS RELEASE

## PMI Named 2021 Training Industry Top 20 Sales Training and Enablement Company

Cary, NC and Atlanta, GA – April 7, 2021: Training Industry announced today that Performance Methods, Inc. was named to the 2021 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 2021 Training Industry Top 20™ Sales Training and Enablement Companies List was based on the following criteria:**

- Breadth and quality of programs/services and audiences served.
- Ability to deliver training in learners' preferred modalities.
- Industry visibility, innovation and impact.
- Strength of clients and geographic reach.
- Company size and growth potential.

“The quick adaptation and innovation of programs in response to customers’ needs during the pandemic has earned these organizations a spot on this year’s Top 20 Sales Training and Enablement Companies List,” said Ken Taylor, president of Training Industry, Inc. “Through virtual offerings and a focus on selling virtually, these companies prepare their clients’ sales force with the tools to succeed in today’s remote work environment” added Taylor.

Steve Andersen, President and Founder of PMI commented: “With the recognition of the 2021 Top Sales Training Companies, Training Industry, continues to provide an outstanding service to the sales performance community through its insights and perspectives regarding providers and their areas of specialty. We appreciate the diligence of the Training Industry team in making this type of research available to the market, as well as their consideration and inclusion of PMI.”

**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 Company" each year since the award's inception (2008 – 2021). For additional information, visit [www.performancemethods.com](http://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. | April 2021