

# Selling Power Releases 2024 List of 60 Best Companies to Sell For

2024 list highlights 60 companies that lead the charge in true selling power!

FREDERICKSBURG, VA, USA, July 15, 2024 /EINPresswire.com/ -- Selling Power announced today its 24th annual 60 Best Companies to Sell For list, featuring 60 of the most deserving sales



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*Gerhard Gschwandtner*

organizations in the United States. The list <https://bit.ly/3xJRCP8>, which will also be published in the July/August 2024 issue of Selling Power magazine, includes companies leading the charge in perseverance and determination despite facing inflationary headwinds within a period of transformational technological change. "As companies are dealing with the AI revolution while facing an uncertain economy, recruiting and retaining the top sales talent is critical for success. The Best Companies to Sell For have mastered the alignment of people, processes, and technologies and have created sales organizations that excel in hiring, onboarding, training, and

compensation of their salespeople. What attracts salespeople to work for these leading organizations is their outstanding cultures, their commitment to diversity, and their steady support of the sales team by servant leadership and the introduction of process improving technologies. All of this, combined, provides meaningful work environments that offer unlimited opportunities to win," says Gerhard Gschwandtner, founder and CEO of Selling Power. "These companies aim at a higher level of professionalism and trust, which in turn leads to increased sales and a lower turnover of the sales force" Gschwandtner continued.

Selling Power's research team created a thorough application where they gathered data across five key areas:

- Company Overview
- Compensation and Benefits
- Hiring, Sales Training & Sales Enablement
- Commitment to fostering Diversity and Inclusion
- AI incorporation into improving sales processes

Companies were ranked in each of the categories above to determine the final list. The methodology is the product of years of research, and Selling Power continues to revise and refine the approach each year. The companies included are a mix of sizes ranging from medium

to enterprise.

You can view the full list of the 60 Best Companies to Sell For in 2024 here: <https://bit.ly/3xJRCP8>.

#### About Selling Power

In addition to Selling Power, the leading digital magazine for sales managers and sales VPs since 1981, Personal Selling Power, Inc., produces the Sales Management Digest and Daily Boost of Positivity online newsletters as well as videos featuring interviews with top executives. Selling Power is a regular media sponsor of the Sales 3.0 Conference (<https://www.sales30conf.com>), which is attended by a total of more than 4,500 sales leaders each year. For additional information, please visit [www.sellingpower.com](http://www.sellingpower.com).

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