

Paychex Named One of the Top 10 on Selling Power's "50 Best Companies to Sell For" List

ROCHESTER, N.Y.--(BUSINESS WIRE)-- Paychex, Inc., a leading provider of payroll, human resource, insurance, and benefits outsourcing solutions for small- to medium-sized businesses, has been named to *Selling Power* magazine's 2015 list of the 50 Best Companies to Sell For, coming in at number 9. This is the third consecutive year Paychex has appeared on the list, moving up from its number 12 spot last year.

"This is a tremendous honor, not only for the sales organization, but for our entire company," said Mark Bottini, Paychex senior vice president of sales. "Our culture, leading technology, true commitment to service, and incredible incentives make Paychex among the best places to develop a sales career. It's an exciting time to be part of this great organization."

To select the top 50, *Selling Power's* research team evaluates companies in the areas of customer growth and retention; hiring, compensation, sales training, and enablement; and company recognition and reputation.

The annual list includes companies of all sizes, with sales forces ranging from fewer than 100 salespeople to companies with salesforce numbers in the thousands.

Selling Power magazine founder and publisher Gerhard Gschwandtner says the companies on the list support excellence in sales in the following ways:

- **They support salespeople via coaching, training, and offering sales-enablement solutions.** Salespeople are an expensive and vital asset for any company; as such, they must be trained and coached in order to develop their talents and prioritize their selling activities. Top companies also invest in sales-enablement technology solutions that help salespeople operate more effectively and productively.
- **They keep salespeople motivated.** To attract top salespeople, companies must have a straightforward and streamlined approach to compensation. Companies that truly excel also come up with inventive and creative incentives to keep salespeople positive and inspired.
- **They create an active selling culture.** To salespeople, time is an asset. Every minute they spend in front of customers is an opportunity to close a deal and further the success of the individual and the group. Great sales organizations don't burden salespeople with too many administrative activities or leave them to find their own leads without support from marketing.

The full list can be viewed [here](#).

About Paychex

Paychex, Inc. (NASDAQ:PAYX) is a leading provider of integrated human capital management solutions for payroll, HR, retirement, and insurance services. By combining its innovative software-as-a-service technology and mobility platform with dedicated, personal service, Paychex empowers small- and medium-sized business owners to focus on the growth and management of their business. Backed by more than 40 years of industry expertise, Paychex serves approximately 590,000 payroll clients across 100 locations and pays one out of every 15 American private sector employees. Learn more about Paychex by visiting www.paychex.com, and stay connected on [Twitter](#) and [LinkedIn](#).

About Selling Power

In addition to *Selling Power* magazine, the leading periodical for sales managers and sales VPs since 1981, Selling Power Inc. produces the Sales Management Digest and Daily Boost of Positivity online newsletters, as well as a five-minute video series featuring interviews with top executives. Selling Power is a regular media sponsor of the Sales 2.0 Conference.

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