



NEWS RELEASE

PMI Named 2026 Top 20 Sales Training and Enablement Company by Training Industry

Cary, NC and Atlanta, GA – January 30, 2026: Training Industry announced that Performance Methods, Inc. was named to the 2026 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.

Training Industry cited the following criteria for selection to the 2026 Top 20 Sales Training and Enablement Companies List:

- Scope and quality of program and service offerings for sales training
- Market presence, brand visibility, innovation and impact
- Strength of client portfolio and customer relationships
- Business performance and growth trajectory



"This year's Top 20 Sales Training Companies are setting the pace through innovation in AI-driven coaching, immersive solutions and analytics-based learning," said Jalen Banks, market research analyst at Training Industry, Inc. "By combining adaptive learning approaches, timely enablement and emerging technologies, these organizations are equipping sales teams to keep up with shifting buyer expectations and a rapidly changing market."

Steve Andersen, President and Founder of PMI commented: "We appreciate Training Industry's recognition of PMI and the work of their team to identify and recognize top performing organizations in a variety of learning communities. We are delighted to be included in the 2026 Sales Training and Enablement Top 20, and thank Training Industry for this recognition of the value that PMI co-creates with our client base of industry leading companies."

[View the 2026 Top Sales Training and Enablement List.](#)

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 – 2026). For additional information, visit <https://performancemethods.com/>.

About Training Industry, Inc.

"We make connections."TM Our company has a passion for making connections. We cultivate high-value conversations for select solution providers and with our highly engaged community of corporate learning and development leaders and decision-makers. These conversations benefit the entire training industry by surfacing challenges, sharing innovations and communicating rapidly evolving best practices.

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. Training Industry's courses, live events, articles, magazine, webinars, podcast, research and reports generate more than 10 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>.