



NEWS RELEASE

Selling Power Honors Paycom's Winning Sales Culture for Second Consecutive Year

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OKLAHOMA CITY--(BUSINESS WIRE)-- **Paycom Software, Inc. (NYSE: PAYC) ("Paycom")**, a leading provider of comprehensive, cloud-based human capital management software, is included for the second consecutive year on Selling Power's 60 Best Companies to Sell For list, which highlights companies with robust and elite sales programs.

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"At Paycom, we have built an environment where record-breaking performance is the

expectation. The recognition in Selling Power's 60 Best Companies to Sell For list reflects our relentless commitment to cultivating a culture of excellence and giving our professionals every tool they need to win for themselves and for our clients," said Jeff York, chief sales officer at Paycom.

Paycom sales representatives sell the most automated payroll and HR software on the market. Paycom's IWant™ was named a Top HR Product of 2025 by HR Executive, and Paycom ranked No. 1 in several key categories in G2's summer 2026 reports, with recognition driven by strong client reviews.

"Our Paycom Sales team's success is forged through best-in-class training, fierce ambition and a culture where winning is the norm and challenges are launchpads, not setbacks," said Rob Magness, executive vice president of sales at Paycom. "This recognition confirms what we already know: When you put an elite team behind the most automated solution in the industry, you dominate and deliver exceptional results."

Paycom's rigorous Sales Academy training, expansive benefits package and performance-based incentives, including the prestigious President's Club, were among the criteria evaluated by Selling Power, as was Paycom's

compensation package: a \$100K base, uncapped commission and no ceiling, where reps in their first year can clear over \$330K and top performers have surpassed \$1 million in annual compensation.

To determine the 60 Best Companies to Sell For list, Selling Power's research team applies a comprehensive proprietary process, evaluating companies across five key areas:

- Company profile, including size and structure
- Compensation and benefits
- Hiring, sales training and sales enablement
- Commitment to fostering diversity and inclusion
- AI incorporation into improving sales processes and supporting sales teams

Paycom's Sales team also received recognition earlier this year from a popular review site, Comparably. This was the Sales team's fifth consecutive appearance in Comparably's ranking of Best Sales Teams.

To learn more about sales at Paycom, visit paycom.com/careers.

About Paycom

Paycom Software, Inc. (NYSE: PAYC) is a cloud-based human capital management software provider that allows organizations of all sizes across the U.S. and internationally to set numerous HR and payroll tasks to "automatic" through employee-first technology. Built on a truly single database, Paycom's full-solution automation manages the entire employment life cycle, helping organizations streamline processes and improve data accuracy. With its industry-first AI engine, IWant™, Paycom provides instant access to accurate employee data without requiring users to navigate or learn the software. For over 25 years, Paycom has been repeatedly recognized by third-party reviewers as a leading payroll and HCM solution.

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