



NEWS RELEASE

Selling Power Recognizes Paycom as a Top Sales Organization

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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, today announced its inclusion on Selling Power's 2025 list of the 60 Best Companies to Sell For. The recognized companies demonstrated remarkable success and growth by elevating their sales teams to new heights.

"At Paycom, our sales professionals have the rare opportunity to sell a truly transformative, industry-leading product backed by world-class training, leadership and career growth," said Amy Walker, chief sales officer at Paycom. "This recognition is a direct result of the intentional, high-performance culture we've built. I have no doubt this team will continue to dominate and deliver unmatched value to our clients with the most advanced solution on the market."

Paycom's sales team continues to experience record-breaking success under Walker's leadership. Walker headed initiatives to expand sales training programs, including Paycom's Sales Academy, a world-class onboarding program that includes virtual and in-person learning, live modeling by top sales leaders and hands-on role-play to drive real-world skill development.

"I've worked in various sales roles across Paycom, and I was blown away by how the new Sales Academy accelerated my success in my newest position," said Julie Copeland, executive sales representative at Paycom. "I closed three deals in my first month back in the field. The training was modern, practical and energizing — unlike anything I've seen in the industry. No one is developing sales talent at the level Paycom is right now."

Beyond development opportunities, Paycom's sales force enjoys robust benefits, including a competitive base

salary, transportation allowance and an uncapped commission plan. Members of the sales organization can also receive additional performance-based incentives, such as stock awards and invitations to the annual President's Club celebration.

"Paycom earned its place among the 60 Best Companies to Sell For in 2025 by cultivating a sales culture that's both fiercely competitive and deeply collaborative," said Gerhard Gschwandtner, founder and CEO of Selling Power. "Their commitment to continuous development, performance-driven recognition and cutting-edge enablement tools empowers sales professionals to thrive. It's a culture where winning is celebrated, mentorship is embedded and excellence is the standard."

To determine the Best Companies to Sell For list, Selling Power's research team utilizes a comprehensive proprietary application process where it gathers data across five key areas:

- company overview
- 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 force also received recognition earlier this year from popular review site Comparably. This was the sales team's fourth consecutive appearance in Comparably's ranking of Best Sales Teams.

To explore a sales career with Paycom, visit paycom.com/careers.

About Paycom

For over 25 years, **Paycom Software, Inc. (NYSE: PAYC)** has simplified business and employees' lives through easy-to-use **HR and payroll technology** to empower transparency through direct access to their data. From **onboarding** and **benefits enrollment** to **talent management** and more, Paycom's employee-first technology leverages full-solution automation to streamline processes, drive efficiencies and give employees power over their own HR information, all in a single app. Paycom's single database combines all HR and payroll data in one place, providing a seamless and accurate experience without the errors and inefficiencies associated with integrating multiple systems. Recognized globally for its technology and workplace culture, Paycom serves businesses of all sizes in the U.S. and internationally.

Media Contact:

Larisha Hunter

media@paycom.com

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