

Revenue Storm Named to Selling Power's 2015 Top 20 Sales Training Companies List

Schaumburg, IL – July 15, 2015 – Revenue Storm, a leading sales training and consulting firm, has been named one of the 2015 [Top 20 Sales Training Companies](#) by Selling Power. The list appears in the August issue of Selling Power Magazine and recognizes sales training companies that excel in helping sales leaders improve the performance of their sales teams.

According to Selling Power publisher and founder Gerhard Gschwandtner, sales training is a vital component of a high-performance sales organization.

"Great salespeople require the right toolset, the right skillset, and the right mindset to win," he said. "A great, consultative sales-training initiative can address all three areas. Sales leaders should use this list of the Top 20 Sales Training Companies to find the solution that best suits their needs."

Each sales-training company featured on this year's list offers sales organizations the following benefits.

- Provides a consultative experience
- Quantifies results with metrics
- Offers customization and post-training support
- Has a documented track record of ROI and customer satisfaction

Here are the four main criteria Selling Power considered when selecting the top sales-training companies.

1. Depth and breadth of training offered
2. Innovative and new offerings (specific training courses or methodology) or delivery methods
3. Ability to customize offerings
4. Strength of client satisfaction

Selling Power editors say the firms included on the 2015 Top 20 Sales Training Companies list have "demonstrated an excellent awareness of the skills and tools required to succeed and remain competitive in today's selling environment."

Debby Rizzo, Chief Executive Officer of Revenue Storm, stated, "We are delighted to receive this award and want to thank two groups in particular—our clients, who place their confidence in us to implement sales transformation strategies, and, secondly, our consultants and coaches, who bring their vast experience and passion to everything they do. It is an honor and privilege to be recognized."

For more information on Selling Power's Top 20 Sales Training Companies, visit sellingpower.com.

About Revenue Storm

Revenue Storm is a sales consulting firm that helps clients implement processes and disciplines to drive sustained revenue acceleration. We provide comprehensive consulting, training, coaching and rigorous analytics to help Fortune 1000 firms create demand and increase profitable, sustainable revenues. Headquartered just outside Chicago, the firm accelerates revenues for its clients in 45 countries and nine languages. For more information and to experience the power of our approach, visit www.revenuestorm.com.

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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