

2010 EDITION

# SellingPower<sup>®</sup>

SOLUTIONS FOR SALES MANAGEMENT

November/December 2010

8 Years  
in a Row,  
Northwestern  
Mutual, a Top  
50 Company  
to Sell For!



# BEST COMPANIES TO SELL FOR NOW



## The 25 Best **Service** Companies to Sell For

RANK	COMPANY	COMPENSATION PACKAGE	TRAINING	CAREER MOBILITY	TOTAL POINTS
1	Heartland Payment Systems	45	14	18	77
2	ABF Freight System	42	16	18	76
3	Applied Industrial Technologies	44	14	18	76
4	CA	41	16	18	75
5	FedEx	42	15	18	75
6	Iron Mountain	43	14	18	75
7	United States Postal Service	44	14	17	75
8	Cintas	42	15	17	74
9	IKON Office Solutions	41	16	17	74
10	ALLTEL	41	13	19	73
11	ARAMARK	41	15	17	73
12	First Data	39	16	18	73
13	Lawson Products	42	14	17	73
14	CareerBuilder	42	13	17	72
15	Northwestern Mutual	40	15	17	72
16	UniFirst	41	14	17	72
17	Yellow Book USA	41	13	18	72
18	CDW	39	14	18	71
19	Google	41	14	16	71
20	Infogroup	42	13	16	71
21	Insight Enterprises	38	14	19	71
22	Graybar Electric	40	12	18	70
23	Marriott International	39	15	16	70
24	Sprint Nextel	39	13	17	69
25	Barnes Group	41	13	14	68

### The 10 Largest Sales Forces of the Best-Rated **Service** Companies

RANK	COMPANY	NUMBER OF SALESPeOPLE	WORLDWIDE EMPLOYEES	ANNUAL SALES (\$ MILLIONS)	50 BEST RANKING
1	Sprint Nextel	9,000	40,000	\$32,260	24
2	Marriott International	8,500	137,000	\$10,908	23
3	Northwestern Mutual	6,350	4,962	\$13,594	15
4	Yellow Book USA	5,953	14,642	\$3,198	17
5	CA	5,100	13,800	\$4,353	4
6	IKON Office Solutions	5,000	25,000	\$4,168	9
7	Cintas	3,000	31,000	\$3,547	8
8	CDW	2,500	6,850	\$8,070	18
9	Applied Industrial Technologies	2,462	4,673	\$1,923	3
10	Google	2,325	19,835	\$23,651	19