



NEWS RELEASE

Ecolab Recognized as a Best Company to Sell for by Selling Power Magazine for Fifth Consecutive Year

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ST. PAUL, Minn.--(BUSINESS WIRE)-- For the fifth consecutive year, Ecolab Inc., the global leader in water, hygiene and infection prevention solutions and services that protect people and vital resources, has been named to Selling Power magazine's list of the 50 Best Companies to Sell For. Ecolab ranked 25th on the 2020 list.

"The expertise and commitment of our sales-and-service force is needed now more than ever to help our customers meet their operational and public health objectives," said Ecolab Chairman and CEO Douglas M. Baker, Jr. "We equip our team with industry-leading compensation programs, technologies, training and support to help ensure their success and their ability to deliver results for our customers."

The **50 Best Companies to Sell For** list evaluates companies of all sizes based on three categories: compensation and benefits; hiring, sales training and sales enablement; and customer retention.

"Recent shakeups around the globe mean more top sales talent is available to hire, and potential candidates need tools to help weigh options and guide their career choices," said Gerhard Gschwandtner, founder and publisher of Selling Power magazine. "Each company on this list has created a winning sales culture in its own unique way, with the right tools in place to support a growth-oriented sales career over the long haul."

The 2020 50 Best Companies to Sell For list is available at www.sellingpower.com.

About Ecolab

A trusted partner at nearly three million commercial customer locations, Ecolab (ECL) is the global leader in water, hygiene and infection prevention solutions and services. With annual sales of \$13 billion and more than 45,000

associates, Ecolab delivers comprehensive solutions, data-driven insights and personalized service to advance food safety, maintain clean and safe environments, optimize water and energy use, and improve operational efficiencies and sustainability for customers in the food, healthcare, hospitality and industrial markets in more than 170 countries around the world. www.ecolab.com

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About Selling Power

In addition to Selling Power magazine, the leading periodical for sales managers and vice presidents since 1981, Selling Power Inc. produces the Sales Management Digest and Daily Boost of Positivity online newsletters, as well as a series of five-minute videos featuring interviews with top executives. www.sellingpower.com

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