



NEWS RELEASE

Hormel Foods Named One of 60 Best Companies to Sell For - 24 Years Running

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Selling Power recognizes the company's culture of success and dynamic team of sales professionals

AUSTIN, Minn., July 14, 2025 /PRNewswire/ -- For the 24th time, Hormel Foods Corporation (NYSE: HRL), a Fortune 500 global branded food company, has made the Selling Power magazine's 60 Best Companies to Sell For 2025 list. The list recognizes 60 of the most deserving sales organizations in the United States.

"Being named one of the top companies to sell for in the nation is a tremendous honor," said PJ Connor, group vice president of Retail Sales at Hormel Foods. "Once again, this recognition is a testament to the relevancy of our brands, relentless drive, professionalism, and excellence of our sales and sales strategy teams. Their commitment to delivering results and building strong customer relationships continues to set us apart in the industry. I'm incredibly proud of what we've accomplished together."

Members of the Hormel Foods sales team are the company's first point of contact with its valued customers and partners. Team members strive to achieve their objective of increasing sales for their areas and divisions by adding products to distribution and expanding the usage of current Hormel Foods products. Additionally, these sales professionals are responsible for implementing marketing strategies for their respective products.

To determine the final list of companies, the research team at Selling Power analyzed and ranked data across key areas, including compensation and benefits, hiring, sales training, sales enablement, and diversity and inclusion. The list now encompasses the top 60 companies of all sizes that are leading the charge in innovation to

adapt to current economic conditions.

"In the tumultuous business environment of 2025, the 60 Best Companies to Sell For have demonstrated remarkable success and growth by elevating their sales teams to new heights," said Gerhard Gschwandtner, founder and CEO of **Selling Power**. "These companies have invested in comprehensive training programs, cutting-edge tools, and supportive work environments that empower their sales professionals to excel. By fostering a culture of continuous improvement and collaboration, they have set a high standard in the competitive world of sales."

To view the complete list of the 60 Best Companies to Sell For in 2025, visit <https://www.sellingpower.com/lists/2025/60-best-companies-to-sell-for#60Best>

About Hormel Foods — Inspired People. Inspired Food.™

Hormel Foods Corporation, based in Austin, Minnesota, is a global branded food company with approximately \$12 billion in annual revenue across more than 80 countries worldwide. Its brands include PLANTERS®, SKIPPY®, SPAM®, HORMEL® NATURAL CHOICE®, APPLGATE®, JUSTIN'S®, WHOLLY®, HORMEL® BLACK LABEL®, COLUMBUS®, JENNIE-O® and more than 30 other beloved brands. The company is a member of the S&P 500 Index and the S&P 500 Dividend Aristocrats, was named one of the best companies to work for by U.S. News & World Report, one of America's most responsible companies by Newsweek, recognized by TIME magazine as one of the World's Best Companies and has received numerous other awards and accolades for its corporate responsibility and community service efforts. The company lives by its purpose statement — Inspired People. Inspired Food.™ — to bring some of the world's most trusted and iconic brands to tables across the globe. For more information, visit hormelfoods.com.

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