Tyson Group Named to Selling Power's Top AI Sales Coaching Solutions in 2026

DUBLIN, OH, UNITED STATES, September 30, 2026 /EINPresswire.com/ -- Tyson Group, an award-winning sales training and consulting firm and four-time Inc. 5000 honoree, today announced it has been selected by Selling Power as one of the Top AI Sales Coaching Solutions in 2026. The recognition honors Sagey AI, Tyson Group's AI sales coaching solution, which gives salespeople on-demand practice, role play, and feedback aligned to the firm's sales training.

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>
> *Lance Tyson, President and CEO*

Selling Power's evaluation committee selected the honorees from a highly competitive field of applicants. The list recognizes AI-driven solutions that help sales organizations coach more consistently, develop skills faster, and translate training into measurable performance.

Sagey AI was built to solve a problem every sales leader recognizes: training creates awareness, and awareness fades. Salespeople leave a training program knowing what to do, then return to live conversations often without consistent manager support to practice and provide feedback. Sagey AI closes that gap by giving every seller a coach that is available when they need it, right before a call with a prospect. Sellers can rehearse a discovery call, practice an objection, or get feedback on a real conversation inside the tools they already use, with guidance that reinforces the same methodology and skills they learned during training. Sales managers gain consistent coaching across the entire team without adding headcount or hours.

"Sales training alone does not fix performance. Systems do," said Lance Tyson, President and CEO of Tyson Group. "Sagey AI is the layer that turns what a salesperson learned in the training room into what they do on Tuesday morning. It gives every seller a place to practice before the conversation that counts, and it gives every manager a way to coach consistently at scale. We're honored that Selling Power recognized that."

The recognition adds to a year of industry honors for Tyson Group, which was named to the Inc. 5000 for the fourth consecutive year in August, recognized by Training Industry as a Top 20 Sales Training Company, and awarded a Silver Stevie® Award for Sales Consulting Practice of the Year. Selling Power has also recognized Tyson Group as a Top Sales Training Company and a Top Virtual Sales Training Company.

About Tyson Group

Tyson Group is an award-winning sales training and consulting firm that helps organizations drive predictable revenue growth by optimizing sales effectiveness. Through its proprietary Sales Team Science® framework, Tyson Group combines diagnostics, enablement, sales training, and coaching to deliver measurable performance outcomes. Tyson Group partners with leading organizations across industries to align sales strategy, develop talent, and build scalable systems for sustained growth. Learn more at www.tysongroup.com.

Chip St Clair
Tyson Group
+ +1 248-330-4164
email us here
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