

O.E.M. Sales Team

BBS boasts an informed, customer-oriented support team. The select group, under the guidance of Bill Brown and hands-on direction of Donny Wall, offers OEMs the expert product advice and industry knowledge that only comes from decades of experience. Each representative is a specialist in the area of customer backup and is supported by the most sophisticated computer assistance programs available.



Benjamin Buchanan, OEM West Regional Account Manager

Benjamin spent the better part of the past decade developing lighting energy efficiency projects for scores of private and public facilities throughout the U.S. with companies like SLI Lighting Solutions, Sun Industries and more recently Parke Industries. From this unique vantage point, he has developed an understanding of industry trends, from luminaire construction to application design, along with an in depth knowledge of the region's utility incentive programs.

Benjamin is responsible for BBS factory sales and support for the West region, serving OEM customers in Washington, Oregon, California, Idaho, Nevada, Montana, Wyoming, Utah, Arizona, New Mexico, Hawaii, Alaska and British Columbia.

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Carly Marquardt, Customer Service Team Leader

Carly Marquardt is OEM Customer Service Team Leader for Bill Brown Sales. During her tenure with the organization, she has become a real asset to the company and its customers, building technical expertise as well as establishing firm relationships in the marketplace. She draws on these skills to mentor and train a team of customer service representatives and to implement continuous service improvement initiatives.

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