

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.



Dan Williams, OEM Regional Account Manager

Dan Williams is the new Bill Brown Sales Regional Account Manager responsible for the South territory. He joins BBS from Acuity Brands Lighting, where most recently he served as Global Sourcing Manager for Electrical Components. While at Acuity, he also held positions as Global Sourcing Manager for Metals and Global Sourcing Analyst. With extensive knowledge of the lighting industry and an established business network in the region, he is uniquely qualified to help customers achieve their product objectives.

He will now use his expertise in supplier relationship management in a consultative role, helping to ensure that customers facilitate continuous improvement in cost, quality and delivery. His experience in creating sourcing strategies, monitoring commodity markets, and contract negotiation also will prove invaluable in his new position.

Dan is responsible for OEM sales and service in Georgia and Florida.

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