

## 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.



### **Tom Tarantino, OEM Regional Account Manager**

Tom Tarantino represents Bill Brown Sales as Regional Account Manager responsible for the Mid-Atlantic territory. He is a seasoned sales and marketing professional who brings more than 20 years of progressively responsible experience in the lamp industry to this position.

Tom has extensive territory knowledge and solid customer relationships in the region, having served accounts in the area throughout his extensive lighting career. In the past, he has held sales and sales management positions with such venerable organizations as TCP, Prolight, and Hanovia. While in these roles, he developed expertise in energy efficiency, supporting sales efforts with customer needs assessments and lighting project management, energy audits, as well as in-depth training and development programs.

Tom is responsible for BBS factory sales and support for the Mid-Atlantic region, serving OEM customers in New York, New Jersey, Pennsylvania, Delaware, Maryland, District of Columbia and the Northeast region, specifically Connecticut, Rhode Island, Massachusetts, Vermont, New Hampshire, and Maine.

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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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### **Steve Pollard**

Customer Service Representative

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