



CORPORATE ACCOUNTS

Corporate Accounts are National Accounts handled directly by Delta Controls. Delta maintains the corporate relationship, while using the Delta Controls Partner Channel to deliver local support and service.

THE CORPORATE ACCOUNT TEAM

Delta Controls has two dedicated Business Development Managers focused upon obtaining and growing Corporate Accounts. Blake Stoddard and Kelly Jenkins are pursuing corporate accounts with regional/national scope.

HOW DO CORPORATE ACCOUNTS HELP THE PARTNERSHIP?

Many large corporate accounts may insist upon dealing directly with the manufacturer. They may have demanding technical requirements or very widespread operations eclipsing what a single Delta Controls Partner could handle. The intent is to help bring business to the Partnership by engaging with these accounts, providing a consistent engineering and product design approach in conjunction with our local Delta Controls Partner(s).