



Mark Corbin, President, Vanco International

As President of Vanco International, Mark Corbin is responsible for executing the company's key strategies including growing the company's business in its core brands, seeking out and adding new product categories and markets, and leading the continued development of the operational discipline and capabilities required to support these strategies. Mark also directly manages sales activities with several key accounts in the distribution markets division. In his previous role as Vice President of Distribution Markets, Mark oversaw distribution sales strategy, product placement and development including international channels, as well as Vanco's distributor product training programs. Under Mark's leadership, the Vanco sales channel grew over 15% in six years. His career at Vanco includes management and business strategy development, including product patent strategy and acquisitions like the 2017 acquisition of the Beale Street Audio line, a highly-acclaimed line of Sonic Vortex[®] technology architectural speakers.

Mark enjoys the challenge of developing solutions and strategies for distributors that bring them success with dealers and building lasting distributor relationships that are the pillar of the over 60-year Vanco International legacy.

Brandon White, Director of New Product Development, Vanco International

In his role as director of new product development at Vanco International, Brandon White leads the design, engineering, and development aspects for Vanco's four unique brands: Vanco, Evolution, PulseAudio, and Beale Street Audio. He is responsible for developing many unique products with the latest patented technologies for their vast line of residential and commercial AV accessories. Before Brandon's start with Vanco in 2015, no one individual was solely responsible for product development. However, in his four years with the company, Brandon has successfully guided the launch of over 400 new Vanco products, and the list keeps on growing.

Though Brandon's career started in IT, he grew up submerged in the AV industry looking up to his dad, Larry White, who has worked with major AV manufacturers over the past 40 years. Brandon initially started in IT, retail and custom electronics sales. Knowing the AV industry was where he was meant to be, Brandon became an AV field technician before joining WyreStorm Technologies as manager of technical support, followed by Vanco International.

It is through Brandon's vast experience across the industry that he developed a deep understanding of the technical and customer service aspects of the business – key strengths that he brings to the Vanco team. Brandon understands the needs and struggles that installers face on the front-line as well as the smart engineering required to build innovative AV products that solve installer problems and stand the test of time.

Brandon received a Bachelor's degree in Anthropology from State University of New York (SUNY) Oneonta.