



Call with Paragon Electric Corp - Unknown Unknown

Alek Phillips with Paragon Electric Corp
Recorded on 8/17/22 via SalesLoft, 2 min.

Participants

SERVICETRADE

Alek Phillips
SDR

OTHER

Phone Caller #1

Transcript

"This English transcript was generated using Gong's speech-to-text technology"

PHONE CALLER #1

0:00 God electric.

ALEK

0:03 Where did you go through? They need commercial projects?

PHONE CALLER #1

0:06 Say that again?

ALEK

0:07 I was wondering if you guys do any commercial projects?

PHONE CALLER #1

0:10 We always do commercial projects.

ALEK

0:12 Awesome. I have some questions regarding that as a project manager available this afternoon.

PHONE CALLER #1

0:18 Hi, I'm the project manager.

ALEK

0:20 Alright, awesome. What was your name? Sir? Jessica? Hey, Jessica. My name's Alex, have they have a quick moment? Let me...

PHONE CALLER #1

0:22 Jasper.

PHONE CALLER #1

0:27 Yeah, it depends on what you want.

ALEK

0:29 Yeah, I was just, I'm calling from service trade, sir. And excuse me, we're a software management tool and we help with things like tracking assets and help tracking any, you know, any type of commercial work. And.

PHONE CALLER #1

0:43 We, let me stop, you know, what? You already have something in place that we do all that with. So, and we're not gonna change.

ALEK

0:52 Yeah, no, no. So, I'm not trying to get you guys to change. I was just trying to a little bit, learn a little bit more about the commercial profit side of your business. Like are you guys like all commercial?

PHONE CALLER #1

1:02 Yeah, we don't do anything, but.

ALEK

1:05 That's awesome. I appreciate the school and then how many electricians are usually run with?

PHONE CALLER #1

1:11 It depends on the time between 10 and 60.

ALEK

1:15 To say, hey, that's pretty awesome. And then what kind of software you guys already have set up for you guys?

PHONE CALLER #1

1:21 We use BuildOps, yeah.

ALEK

1:24 Build ups and build ups, you know, that's like, is that just like an electrician based software or?

PHONE CALLER #1

1:31 More or less?

ALEK

1:32 More or less? Okay. No, yeah, I was just curious about that. I'm not really familiar with BuildOps. Does it track everything from, you know, jobs in any type of recurring work from like the front end to the back end?

PHONE CALLER #1

1:43 Yes, it does everything material management, you can estimate with it. Yeah, everything. So.

ALEK

1:48 That's awesome. Yeah. Okay. Yeah. And no, Jasper, I won't take up too much of your comments. Do you guys already got on the software that works well for you? I do appreciate you taking the time to speak with me for a little bit. And if I have any other questions, so I'll follow up with you, but thank you so much.

PHONE CALLER #1

2:06 Have a great day. Thank you. Bye bye.

ALEK

2:07 Yes, sir. Bye bye.

The End