



# Call with LANDIS MECHANICAL GROUP - Joshua Canfield

Susan Warren with LANDIS MECHANICAL GROUP  
Recorded on 1/16/24 via SalesLoft, 1 min.

## Participants

### **SERVICETRADE**

Susan Warren  
*Territory Manager*

### **LANDIS MECHANICAL GROUP**

Joshua Canfield  
*Service Manager*

# Transcript

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

JOSHUA

0:00 What it is? Just?

SUSAN

0:02 Hey, Josh, my name is Susan Warren. I'm calling from a company called ServiceTrade. Does that ring a bell from a little while back?

JOSHUA

0:10 Yeah, I think we had talked about that we were moving to BuildOps or something like that with you guys.

SUSAN

0:18 Got you. Yeah. And, and the reason I was calling and forgive me if this is something we had discussed or you discussed with a colleague, I had to sit and take good notes. But are you guys also using BuildOps for putting together sales proposals, tracking that, you know, going out and actually selling plan, maintenance agreements?

JOSHUA

0:36 Yeah. So the BuildOps thing is gonna cover the entire package from the fields facing side, through proposals and service agreements and everything on our back end. Yeah.

SUSAN

0:47 Gotcha.

SUSAN

0:53 Got you. Understood. Well, if you run into any snags, you know, definitely just let us know. I appreciate you taking my call. Thanks. All right. Bye bye.

JOSHUA

1:00 Hip takes from that.

*The End*