

Call with PVBJ Inc - shamari Williams

Emily Whitehurst with PVBJ Inc Recorded on 1/20/23 via SalesLoft, 3 min.

Participants

SERVICETRADE

Emily Whitehurst *Territory Manager*

PVBJ INC

Shamari Williams
director of operations

Topics

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Transcript

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

--- Call Setup ---

EMILY

0:00 Hey, sorry, it's Emily at service trade. Did I catch you at a good time?

SHAMARI

0:00 Hello, this is Amor.

SHAMARI

0:05 Yeah. What's going on? Emily? How are you?

EMILY

o:07 Awesome. Yeah, I'm doing great. I just wanted, I just got your email and I wanted to reach out and just get some information from you and then see if we can't get a time on the calendar for you to see a demo in the platform?

SHAMARI

0:17 Okay. Sure.

EMILY

o:18 Okay, awesome. Yeah. So just to... know who to put you with, how many technicians do you guys have out doing service right now?

SHAMARI

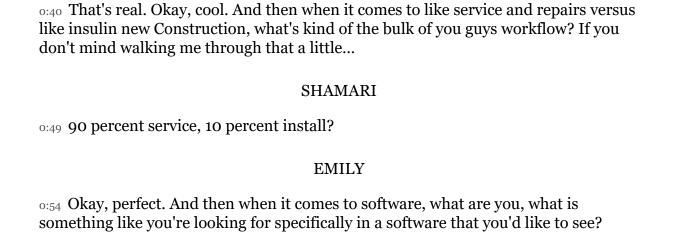
0:27 Or?

EMILY

o:28 20... okay, perfect. And then when it comes to like commercial versus residential, what would be the breakdown there for you guys?

SHAMARI

0:37 All commercial industrial?



SHAMARI

EMILY

SHAMARI

1:18 It's it's a whole bunch of stuff. It has to be streamlined, gotta be easy to use of use

SHAMARI

SHAMARI

EMILY

SHAMARI

1:41 Nothing right now, we're about to sign all with BuildOps. So I just wanted to see

EMILY

SHAMARI

1:46 Okay. Yeah, for sure. So I'll put that in here. And then when it comes to your

1:53 Quickbooks. And... I forget the other one there. Quickbooks mostly.

1:33 Yeah, I definitely got you there. And then what software platform are you guys

1:10 Like when you're evaluating software, is there anything that's like super

1:05 What do you, what do you mean by that?

price.

1:26 Reliable.

currently using?

1:29 It's all of the all of the above.

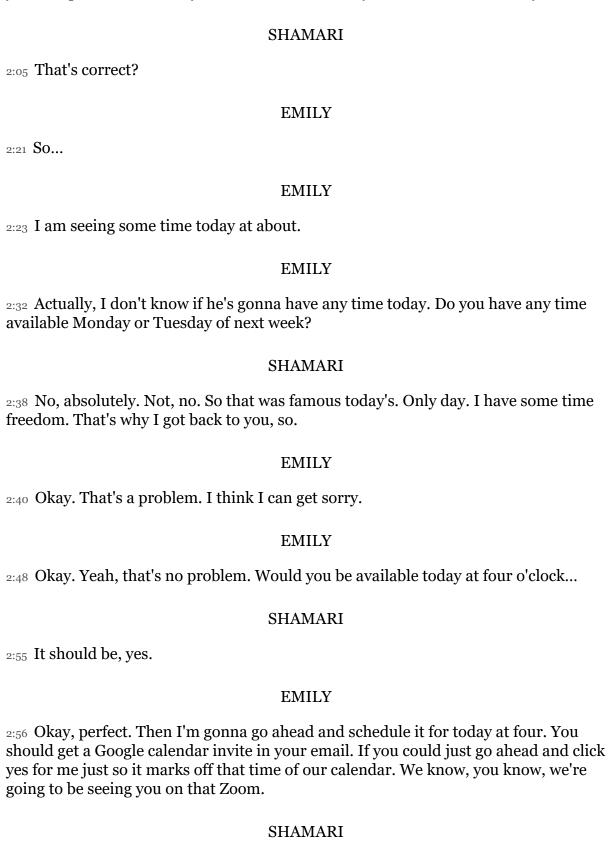
what you guys have there. What's off?

accounting software, what are you guys using?

important to you that you'd like to see on the demo?

EMILY

1:58 Okay, cool. All right. Well, then I am gonna go ahead and get you set up here and
you guys are located in Pennsylvania? Is that correct? Okay, perfect. I'm gonna get
you set up here with Danny and I'll see if he has any time available for today.



EMILY

3:14 Okay.

30 minutes before, just to make sure that time still works for you.

SHAMARI

3:21 Okay. Sounds good.

EMILY

3:22 Okay, perfect. I look forward to seeing you then.

SHAMARI

3:24 Thank you.

EMILY

3:25 **Bye.**

3:14 Okay, perfect. All right. And then I'll give you a call just like, you know, an hour,

The End