



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

Call Setup 0:00

Transcript

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--- 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

0:07 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

0:18 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

0:28 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?

EMILY

0:40 That's real. Okay, cool. And then when it comes to like service and repairs versus like insulin new Construction, what's kind of the bulk of you guys workflow? If you don't mind walking me through that a little...

SHAMARI

0:49 90 percent service, 10 percent install?

EMILY

0:54 Okay, perfect. And then when it comes to software, what are you, what is something like you're looking for specifically in a software that you'd like to see?

SHAMARI

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

EMILY

1:10 Like when you're evaluating software, is there anything that's like super important to you that you'd like to see on the demo?

SHAMARI

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

SHAMARI

1:26 Reliable.

SHAMARI

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

EMILY

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

SHAMARI

1:41 Nothing right now, we're about to sign all with BuildOps. So I just wanted to see what you guys have there. What's off?

EMILY

1:46 Okay. Yeah, for sure. So I'll put that in here. And then when it comes to your accounting software, what are you guys using?

SHAMARI

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

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.

SHAMARI

2:05 That's correct?

EMILY

2:21 So...

EMILY

2:23 I am seeing some time today at about.

EMILY

2:32 Actually, I don't know if he's gonna have any time today. Do you have any time available Monday or Tuesday of next week?

SHAMARI

2:38 No, absolutely. Not, no. So that was famous today's. Only day. I have some time freedom. That's why I got back to you, so.

EMILY

2:40 Okay. That's a problem. I think I can get sorry.

EMILY

2:48 Okay. Yeah, that's no problem. Would you be available today at four o'clock...

SHAMARI

2:55 It should be, yes.

EMILY

2:56 Okay, perfect. Then I'm gonna go ahead and schedule it for today at four. You should get a Google calendar invite in your email. If you could just go ahead and click yes for me just so it marks off that time of our calendar. We know, you know, we're going to be seeing you on that Zoom.

SHAMARI

3:14 Okay.

EMILY

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

The End