

xyz + abc Health Sales Follow-up

Nathan Sagett with abc

Recorded on Jun 3, 2024 via Zoom, 12m

## Participants

xyz

Nathan Sagett, Senior Commercial Account Executive

Andy Seidel, Solutions Consultant

## Transcript

0:00 | Nathan

what's going on there?

0:02 | Andy

Not much. How are you?

0:05 | Nathan

I'm like already fried?

0:07 | Andy

Yeah.

0:09 | Nathan

I just have been... in tel, agree, was that one that you worked? No, that's job. Sorry, different account basically sent over there's. Like a list of like random people that they wanted to, for us to enrich. And there's just like so many discrepancies and like people like them, not even still working at the company... kind of like, how did you get this list on? So I have to figure that out with them. But... how are you doing?

0:45 | Andy

All right, super busy, but going on, but I think like, the plane is going to love a lot. It looks like in the coming weeks... I finally realized why I'm so busy. It's because I came back from Pat leave. And instead of like a slow ramp of like building accounts, which kind of happened like it all kind of came on. And then all the accounts turned on it once, you know.

1:13 | Nathan

What do you mean? Like they all start to get like busy?

1:16 | Andy

Yeah. So like I had like all these like first time demos back to back to back and like, I feel like now everything's like usually my book is like stagger and it's like, okay, I've got some late stage. I've got some midstage and I've got like some that like give them a few weeks and maybe they'll bring me in. Yeah, but like right now, I'm just like every op I'm on, I'm like involved in because they're all brand new and they all kind of activated at the same time.

1:43 | Nathan

Yeah, I get that they're all just like progressing at the same time instead of like having it staggered. Yeah.

1:52 | Andy

But it's starting to level out which is good. And then, yeah.

1:57 | Nathan

Nice. Well, I talked to Matt on Friday afternoon for a while. He, he seems to be very much on board... Matt as like their VP of marketing. Yeah, and like we can talk through it after more as well. But like, he knows that he wants to make a decision with sales and marketing with the same tool, the business case being much easier to make. In that case. Like internally... for him, it's like we've been easier to work with if price wasn't an option, he'd move forward with us. Like he's on like he's getting to where we need him to get to it's. Like, hey, like this call is going to be important that we get both parties thinking the same way. Yeah. So, I think we just like basically, we're on the same call that we did last time just to continue to build that confidence of like, hey here's, why we're doing what we're doing here's. Why it matters here's. Why the way that we go about it's like going to help you more effectively.

3:10 | Andy

Yeah. Now, who said that they would do the direct comparison against Zoominfo, good caution because we still have yet to get confirmation there objectively. Like... I mean, especially from a buying team who is comparing our numbers to Zoominfo globally, I would hope they want to actually run the same test with Zoominfo and see what actually came of it. Yeah.

3:37 | Nathan

Yeah.

3:43 | Nathan

Let me message him to make sure that he's not ghosting again.

4:31 | Nathan

All right. Just e-mail them.

4:38 | Nathan

I just, I don't think that they're going to do that. It's like knowing these two people that we're working with like they don't seem to be privy enough to even like know like how to like ask Zoominfo like.

4:49 | Andy

Well, they do, they have Zoominfo right now, no, they don't so they have to ask Zoom info to do the same thing. But if, I mean, I, but at the same time, it's like it's not that hard, like give them the same account list, give them the same titles and personas and pull the numbers, you know, like, I give E, you can give them our results. I don't care, you know, but like... in my mind, if they don't do that, then they don't have really E, I don't think it's fair for them to say we care about quantity. Yeah, if they're not going to actually do that. It's like you can't tell us you care about quantity, we tell you our quantity and then you don't go check with Zoominfo. You know, I don't know.

5:37 | Nathan

You're 1,000 percent, right?

5:42 | Andy

I don't know, Brian just, you'll delete all this from the recording, I hope. But Brian, he just seems very distracted and disconnected from this Evaluation... like.

5:57 | Nathan

He, he's like, just like latching on to like the first thing he heard of like having more. And then like that's literally just been stuck in his. I,

6:07 | Andy

I don't feel like he's giving this thought like on calls, I don't feel like he's with us. I feel like he's multitasking. I, and I feel like outside of our calls, I don't think he's even thinking about our calls or xyz or a vendor. I think he's got other priorities on his head.

6:27 | Nathan

And.

6:28 | Andy

as I think Matt is really involved in thinking about this, I think Brian is just like Zoom info has got phone numbers and I want phone numbers and like they're probably going to give us a cheaper price, just go with them, you know?

6:42 | Nathan

Yeah.

6:43 | Andy

Hopefully that's me being pessimistic and paranoid, but hopefully I'm wrong, but I don't know.

6:51 | Nathan

Now, I hear you.

6:55 | Andy

But at the same time, that's okay if Brian does that and feels that way, as long as he's okay, letting Matt say, yeah, we're gonna go with xyz for everything because if you're not passion on the sales side and xyz hasn't given us any red flags on their contact data, please. Let me get xyz marketing because I'm passionate on that side. You still get what you need, you know?

7:21 | Nathan

Yeah.

8:11 | Nathan

Do I don't have any credits anymore... when?

8:15 | Andy

Instance or human?

8:17 | Nathan

I'm probably in the.

8:25 | Nathan

demo one that's probably why?

8:31 | Nathan

I'm just trying to find this phone, not really quick to call him.

8:57 | Nathan

How do I move from one of these other?

9:01 | Andy

How do you what?

9:02 | Nathan

Move from one demo instance to the, to the normal?

9:06 | Andy

You just change the URL. So, instead of demo dot sales, do xyz, do sales to get to our live production... or you can go to Okta, and click on, the tiles, but I never do that.

9:57 | Nathan

Seven.

10:42 | Nathan

Nothing.

10:47 | Nathan

It's annoying. Sorry.

10:49 | Andy

That's okay. It's not you. Yeah, it is. It's a bummer because he's the one that pushed the Friday call to today. We're like, yeah, okay. Where again?

11:34 | Nathan

What did you just say? Sorry for the confusion I sent the below earlier. I got pulled into another meeting. Please let me know if below timing works for you.

11:46 | Andy

Am I on that?

11:54 | Andy

I'm not seeing... a different time suggested?

12:14 | Nathan

Yeah... I'm not sure what to see.

12:27 | Andy

Okay. Well, why don't you?

12:30 | Nathan

And then,

12:31 | Andy

no, I'm pretty open today.

12:34 | Nathan

All right.

12:35 | Andy

Well, kind of, but yeah, let me know. Let me know. I'm around.

12:38 | Nathan

All right. Sounds good.