



Call with Jcm Specialty Services LLC - Unknown Unknown

Charlie Riddle with Jcm Specialty Services LLC
Recorded on 6/12/23 via SalesLoft, 3 min.

Participants

SERVICETRADE

Charlie Riddle
SDR

OTHER

Phone Caller #1

Transcript

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CHARLIE

0:00 All right, Kristi, please?

PHONE CALLER #1

0:00 Jcm services?

PHONE CALLER #1

0:04 This is Kristi.

CHARLIE

0:05 Hey, Christie. My name is Charlie and with service trade, you got a quick minute.

PHONE CALLER #1

0:11 Yes.

CHARLIE

0:13 Thank you. Again with service trade. I wanted to reach out. You were working with Dustin over here earlier this year and.

PHONE CALLER #1

0:20 I'm sorry, hang on. Hang on just a second for me, hang on a second.

CHARLIE

0:23 Okay.

PHONE CALLER #1

0:24 Yeah. You just twice like the daily, give me that 15 of each. Okay. I'm sorry, say that again now?

CHARLIE

0:30 Yeah. So you were evaluating service trade or earlier this year late last year, I think ended up going with another platform, but after about six months wanted to reach out and see how you were doing and hear what direction you went in, and how you like it.

PHONE CALLER #1

0:49 Well, I am currently, we went with BuildOps and I am currently in training with them right now.

CHARLIE

0:57 Okay.

PHONE CALLER #1

0:59 I just felt like that platform met our needs a little bit better. And that's the reason that we chose them.

CHARLIE

0:59 Yeah.

CHARLIE

1:05 Gotcha. Like, what was there like a functionality thing that they had? That we didn't like what was the deciding factor you think?

PHONE CALLER #1

1:11 The thing for them? They were geared more towards contractors... and that just their presentation, and things of that nature. It just spoke to us a little bit more. We were just, we were happier with their presentation and with, the ability of their program, I mean, it was an investment, it was just a decision, but that was just, you know, the decision that we made because we felt like they were geared a little bit more for contractors than you or some of the other people that I had talked to?

CHARLIE

1:46 Okay. So, do you contract all your workout?

PHONE CALLER #1

1:50 No, we are a contractor.

CHARLIE

1:54 So, but I mean, when you say contractor, like are you, do you have all your own tax in house or are you sending that work out or are you getting?

PHONE CALLER #1

2:00 Yes.

PHONE CALLER #1

2:02 Now, we are a mechanical contractor and they met the needs of a contractor. So they met our needs that's what I'm trying to say, we don't we do sub out some work

but we don't sub out a whole, I mean, we do, you know, hvac and we do our own work. They just, they just that platform just met our needs a little bit better.

CHARLIE

2:24 Gotcha. All right. Well, Christie, I appreciate your time. You know, a year from now if, you know, the grass isn't green enough for you. Give us a shout. We'd love, to show you service right? Again?

PHONE CALLER #1

2:36 Okay. I appreciate the call.

CHARLIE

2:37 Thanks.

The End