



Call with Mall Energy - Kendall Archer

Dan Waggoner with Mall Energy
Recorded on 3/24/21 via SalesLoft, 2 min.

Participants

SERVICETRADE

Dan Waggoner
Territory Manager

MALL ENERGY

Kendall Archer
President

Transcript

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KENDALL

0:01 Hello?

DAN

0:02 Hey, Kendall. It's Dan Wagner calling from service trade. How are you?

KENDALL

0:07 Good. How are you, Dan?

DAN

0:08 I'm doing well. Thanks. So, yeah, I don't know service create rings a bell for you. I was reaching out to see, you know, how you guys were doing. I know we'd had a conversation over a year ago. I'm with you guys and you're currently using pipe drive for some of the process. They're wanting to kind of look into how things were going for you and if it might be a good time to look at, you know, something more specific for the service side of your business there.

KENDALL

0:29 Yeah.

KENDALL

0:38 We have a we're doing onboarding right now with another product.

DAN

0:43 Okay. What... what did you guys end up going with?

KENDALL

0:44 Yep.

KENDALL

0:48 We're going with BuildOps.

DAN

0:50 BuildOps. Okay. Gotcha. Not too familiar with that one. Okay. Well, is that gonna help you all with, you know, like...

DAN

1:01 What's that, what, what's the plan for BuildOps? I guess?

KENDALL

1:02 Helps us find out.

KENDALL

1:07 What do you mean? I mean, yeah, we... we looked at, we looked at all kinds of systems and.

DAN

1:08 Is that for your... for your?

KENDALL

1:16 You know, with service trade... there's... there's pros and cons to all of them. So we hope this will fit most check most of our box.

DAN

1:22 Yeah.

DAN

1:26 Okay. Alright. Well, you know, good luck with it. Yeah. Like I said, I don't know too much about build up. I don't know if it sounds like it's a construction or something, but... I hope it goes well and, you know, if not, then feel free to give us a ring again.

KENDALL

1:44 Okay. I appreciate it.

DAN

1:46 Yep. Alright. Bye bye.

The End