



# Call with Southwest Mechanical Inc - Keven Unknown

Henry Drake with Southwest Mechanical Inc  
Recorded on 11/1/23 via SalesLoft, 2 min.

## Participants

### **SERVICETRADE**

Henry Drake  
*SDR*

### **SOUTHWEST MECHANICAL INC**

Keven  
*Director of Operations*

# Topics

*Call Setup* ..... 0:00

# Transcript

*"This English transcript was generated using Gong's speech-to-text technology"*

*--- Call Setup ---*

KEVEN

0:00 Good morning. This is Kevin.

HENRY

0:02 Hey, good morning, Kevin. This is.

KEVEN

0:05 I'm sorry, you broke up. You broke up. Who's this?

HENRY

0:06 You at a good.

HENRY

0:09 This is Henry from service trade.

KEVEN

0:11 Hi, Henry. How are you? But.

HENRY

0:13 I'm doing well. How about yourself?

KEVEN

0:15 I'm well.

HENRY

0:16 Good, good. Did I catch you at a good time, man?

KEVEN

0:19 It's never a good time. We're always busy. I wear so many hats here, man. It's we're just slam. So it's never a good time. But what's going on do you want to come in and have a conversation?

HENRY

0:21 Yeah, I hear you.

HENRY

0:26 Okay.

HENRY

0:30 Yeah. Well, I wanted to catch up. It's been a few months since we last talked and I know you said last time, you know, you're open to checking out new software, you know, using BuildOps right now that's all still the case.

KEVEN

0:34 Yeah, yeah. We're using BuildOps ownership of the company just bought a new.

HENRY

0:49 Okay.

KEVEN

0:49 Kind of move me into head of sales stuff. So we're meeting for the first time today. So I'll say, let's wait to let this transition happen and let this, the development of the company continue to grow and I'll talk to her about it because she's the one that actually helped us a couple of years ago transition to BuildOps as well. She's been a advisor for us for many years. So, I'll put that on my list today, see if she wants to continue to do it up to her. So I'm kind of transitioning, that built into her hands because I'm just wearing too many hats in, so.

HENRY

1:00 Okay.

HENRY

1:08 Okay.

HENRY

1:14 Gotcha.

HENRY

1:17 Okay. And you said you're suggesting into a sales role, right?

KEVEN

1:21 Yeah, I'm gonna be more head of sales marketing, head of, you know, the nuts and bolts of the company as opposed to trying to wear hats. So.

HENRY

1:32 Okay. I will say we just acquired last year Northboundary. I'm not sure if you're familiar with them. It's the sales tool for commercial companies. So, you know, helps. Yeah, yeah. E-mail, you some information. I do. Yep.

KEVEN

1:38 Can you e-mail that to me? I've never heard of it. E-mail, it to me. You have my e-mail right? You have my e-mail right? My name spell, Keven.

HENRY

1:50 Yeah. Got it. Well, cool. Man. I'll shoot you over some information on that. I appreciate the time.

KEVEN

1:54 Yeah. And then again, let the dust up here because it's something that's brand new. And then we, I don't wanna push you pushing you away, but I'm you know, I'm very transparent with my people. So the idea is let's see how this positions and then we'll go from there. Okay?

HENRY

2:02 Yeah, I appreciate that.

HENRY

2:05 Okay. Sounds good, Kevin. Thanks math you too. Bye.

KEVEN

2:06 Thanks, buddy. Have a good day. Bye bye.

*The End*