



Call with Rite-Air Mechanical - Edmond Thibodeau

Lucas Meinken with Rite-Air Mechanical
Recorded on 2/24/23 via SalesLoft, 1 min.

Participants

SERVICETRADE

Lucas Meinken
SDR

RITE-AIR MECHANICAL

Edmond Thibodeau
Senior Service Manager

Topics

Call Setup 0:00

Transcript

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

--- Call Setup ---

EDMOND

0:00 Right, mechanical.

LUCAS

0:01 Hi, good morning. I was calling for Ed please.

EDMOND

0:04 May I ask who's calling?

LUCAS

0:06 Yes, this is Lucas man. I'm calling with service trade.

EDMOND

0:09 Hi. How's it going?

LUCAS

0:11 Hey, Ed, this is Lucas with ServiceTrade man. How are you today?

EDMOND

0:15 Not too bad.

LUCAS

0:16 Good, man. I wanted to reach out. I was checking out your guy's website. Looks like you guys do primarily just about all commercial service work over there.

EDMOND

0:24 Yes.

LUCAS

0:25 Gotcha. Man. So, over here at service trade, we're field management tool. We work to, you know, maximize technician efficiency out in the field as well as.

EDMOND

0:31 I apologize. I'm gonna stop you right now. We've already got a field management software and our company is creating one specifically with BuildOps. So we're not interested.

LUCAS

0:42 Okay.

LUCAS

0:45 I got you. And are those decisions made over there at right air or is that through smart care?

EDMOND

0:47 Okay.

EDMOND

0:50 That's through smart care because we're going nationwide with BuildOps there's. Building something specifically for just our company... to fit exactly our needs. All right?

LUCAS

0:58 Gotcha. Gotcha. All right. Hey, no worries. And I appreciate it. You enjoy your weekend, man.

EDMOND

1:03 Not a problem. All right. Take it easy.

The End