



Call with Prime Mechanical Service Inc - Jamie Sailer

Henry Drake with Prime Mechanical Service Inc
Recorded on 1/9/24 via SalesLoft, 2 min.

Participants

SERVICETRADE

Henry Drake
SDR

PRIME MECHANICAL SERVICE INC

Spencer Platt
Left company

Jamie Sailer
Construction Manager

OTHER

Phone Caller #1

Topics

Call Setup 0:00

Transcript

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

--- Call Setup ---

PHONE CALLER #1

0:00 Thank you for calling prime mechanical. Could I help you?

HENRY

0:03 Hey, good morning. This is Henry. I was calling for, the service manager over there.

PHONE CALLER #1

0:08 Okay. And Henry, where are you calling for?

HENRY

0:10 Yeah, I'm calling with ServiceTrade.

PHONE CALLER #1

0:14 Okay. I don't think he's come in yet, Kevin, you, hold on a moment.

HENRY

0:17 Yeah, of course.

PHONE CALLER #1

0:56 Henry, he's not here yet, but can I ask you a question? Did you just get a new territory and you're making cold calls?

HENRY

1:06 Yeah, service trades, the software for commercial service. I just want to reach out.

PHONE CALLER #1

1:11 Okay. So we are with BuildOps. We're four years into it. We are not looking to change every three months. Someone else from ServiceTrade calls us.

HENRY

1:14 Okay.

PHONE CALLER #1

1:24 And I'm sorry, could you just remove us from your list so that people stop calling us?

HENRY

1:29 Yeah, yeah, I can do that.

PHONE CALLER #1

1:31 Okay. It's thousands of dollars to change in hours of work and we're completely happy with BuildOps.

HENRY

1:38 No, yeah. I totally understand. I appreciate your help this morning.

PHONE CALLER #1

1:42 Okay. I'm sorry, IO, you're just making an honest living, but.

HENRY

1:43 No, no worries.

HENRY

1:47 You're good. No worries at all. I appreciate you been up front. Yeah, thank you. All right. Bye.

PHONE CALLER #1

1:49 Okay. Thank you. And bye.

The End