



Call with Cool Air Mechanical, Inc - Jesse Young

Sean Jenkins with Cool Air Mechanical, Inc
Recorded on 8/14/23 via SalesLoft, 2 min.

Participants

SERVICETRADE

Sean Jenkins
SDR

COOL AIR MECHANICAL, INC

Jesse Young
Ops Manager

Topics

<i>Wrap-up</i>	1:29
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Transcript

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

SEAN

0:00 Hey, Jesse?

JESSE

0:00 Hello?

JESSE

0:03 Yeah.

SEAN

0:03 Hey, Sean Jenkins giving you a call with service trade, catch a good time.

JESSE

0:07 Are you, yeah, what's up?

SEAN

0:09 I appreciate it. Yeah, get call with service trade. Not sure if you're familiar with Northboundary, but we actually acquired them at the end of last year. They're a sales CRM built specifically for mechanical contractors to sell more service agreements and easily create proposals things like that for project work. So, I want to reach out to you and see, do you have a large focus there on like preventative maintenance agreements or is that like, do you have a sales team doing that kind of work?

JESSE

0:34 Yeah, we do it's me basically, but we, yeah, we just switched to BuildOps software. So we, we're switching everything over that so that we were doing that right now.

SEAN

0:44 Gotcha. So it does BuildOps help with, the sales side as well.

JESSE

0:49 Yeah, it has kinda built in stuff for that too. Yeah, it has tracking and it has like some dashboard stuff and pretty easy plan services. So that's kinda, yeah, we were using some other sales program. We're kinda gonna go away from that. Just trying to use one program for now, I think.

SEAN

1:04 Okay. Gotcha. Yeah, because.

JESSE

1:06 Until we get this sorted out at least once we get this all sorted, maybe, but it's going to be a minute to like work through all the, you know?

SEAN

1:10 Yeah, no.

SEAN

1:13 Yeah, I've talked to quite a few people on BuildOps and, you know, they, they're all in one. So, you know, I've heard that the sales side is one of the sides that kind of lax in terms of, yeah, just accessibility and like automation and things like that.

--- *Wrap-up* ---

SEAN

1:29 So, if you do notice anything where you're like man, I really wish we could do, you know, XYZ, whatever. I would love to be able to talk to you a little bit more about Northboundary. Sounds like it's not the time this moment, but once you do have a chance to kind of get more up and running on their kind of sales process and how that works, would love to reconnect with you and just kinda get an idea if you'd be open to having a conversation about Northboundary?

JESSE

1:29 Huh.

JESSE

1:53 Yeah, for sure. If you put me down, yeah, I put a reminder for like two months or something. Give me a call back and see how we're doing.

SEAN

1:58 Gotcha. All right, Jesse. Well, I appreciate your time and I'll let you get back out there.

JESSE

2:02 Yeah, no problem. Thanks for.

--- *Wrap-up ends* ---

SEAN

2:03 Thanks bye.

The End