



Call with Jackson Mechanical Service - Daniel Mason

Shelby Bergbigler with Jackson Mechanical Service
Recorded on 8/20/21 via SalesLoft, 5 min.

Participants

SERVICETRADE

Shelby Bergbigler
Account Manager

JACKSON MECHANICAL SERVICE

Daniel Mason
Service Sales

Topics

<i>Wrap-up</i>	1:20
<i>Wrap-up</i>	3:42

Transcript

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SHELBY

0:02 Hey, Larry. This is Shelby I'm calling from service trade. Did you have a real quick minute?

DANIEL

0:08 Sure.

SHELBY

0:09 Okay. Great. Thank you. I spoke with Daniel few weeks ago, we're a service management platform and he told me you guys were using field off, but to reach out to y'all, you might be interested in kind of seeing what else is out there. Are you familiar with service trade at all?

DANIEL

0:29 I think we talked to you guys down at the, when you all at the trade show, what two years ago recovered in Florida?

SHELBY

0:36 Probably. Yep.

DANIEL

0:38 Okay. Yeah. So.

SHELBY

0:39 Did you ever take a look at us a demo or anything?

DANIEL

0:43 Well, no... we... we got a, we spent three or four days. We can have everything specifically around software and we got back, yep, oversee and of course code set and.

DANIEL

0:59 So, but then during that period, I was approached by a company and ended up selling my company to them last summer. So when we had told him we were looking at several of you guys is software platforms and they then they kinda did their own due diligence, and then they're the ones that selected BuildOps.

SHELBY

1:20 Gotcha.

DANIEL

1:24 So, now you might well build offices working through the process of doing everything they said they could do there. Awesome. Thanks about all of that. If you could send me an email, I can forward it to the new little CEO and that's in charge of our... our division and you can maybe reach out to him. He can reach out back to you and talk to you a little bit.

SHELBY

1:49 Yeah, that would be great. I think I sent, I think I have your email. I think I sent you an email the other day. I can definitely do that. And I'm not sure if it would be worth your time or if it's something that, you know, if you would be in part of the decision making at all, but would you be interested in just kind of sitting down? We're doing demos. It's no, no sales automation at all... all. It is... is to show you service trade and how we could be beneficial for you guys. It is recorded. So what we could do is, you know, take a look at that. If they have any time to sit down to, we could include them. If not, we could send them the recording of that demo. Would you be internal, well, Matt?

DANIEL

2:12 Right.

DANIEL

2:30 Sure.

DANIEL

2:33 Well, we, I would, I guess probably my general manager who's kind of moving in line to take over for me. I'm looking to try to retire about this time next year. So, yeah, thank you. I'm getting, I get outta here.

DANIEL

2:49 The... models and it was my second in command and he, he's gonna take over for me if you like say again, if you... if you resend me the email, I'll pass it on to Matt... Matt might want to sit down with that with Frank and he's our CEO and those guys, they're kind of leading the charge on the... on the software integration. So, I'm just doing the day to day stuff and trying to keep the billing going out and the collections and things like that. So.

SHELBY

3:00 Yeah.

SHELBY

3:10 Okay.

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

SHELBY

3:17 Understood. So, I think that I have met email about definitely send that to you. And just for my knowledge, how many service techs do you guys have?

DANIEL

3:30 About 40 now, something like that.

SHELBY

3:32 Okay. I'm just trying to see who I would have you talk with and I believe that it would be Matt.

--- *Wrap-up* ---

SHELBY

3:42 What I would like to do is go ahead and get you on his schedule. That way we have a time slot and if they're able to make it wonderful and if not, I can follow up with you and we can...

SHELBY

3:57 Reschedule it so that everybody can be there. Would you have any time next week, maybe Tuesday or Wednesday?

DANIEL

4:06 No, I'm actually, I'm leaving town this weekend, be gone all next week on vacation. So that's why I say feel if you'll send me, yeah, if you'll send me some information, I'll forward it over to Matt. You have Matt reach back to you next week, user put our total branch right now. Yeah, I don't know if he'll be back today or not. So we'll actually forward that. Don't have to get up to that. He can give you a shout next week and save him. Frank. You wanna set something up with you guys and moving forward?

SHELBY

4:11 Nice.

SHELBY

4:32 Okay.

SHELBY

4:35 Definitely. I will do that. And I have your email as L a RRYBE a TTY at JMSKC dot, calm. Perfect. Alright, Larry. Well, thank you for your time and I hope you have a wonderful vacation.

DANIEL

4:47 That is correct.

DANIEL

4:50 Okay.

DANIEL

4:53 Great. Thank you very much on plan on it. Okay? Alright?

SHELBY

4:57 Good. We'll have plan and hopefully I'll talk to you when you're back.

DANIEL

5:00 Okay. Thank you. Bye bye.

SHELBY

5:02 Bye.

The End