



Call with Mitchell and Young - Unknown Unknown

Amanda Vaughan with Mitchell and Young
Recorded on 4/25/22 via SalesLoft, 2 min.

Participants

SERVICETRADE

Amanda Vaughan
SDR

OTHER

Phone Caller #1

Transcript

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

PHONE CALLER #1

0:00 Hi, this is Robyn.

AMANDA

0:01 Hi, Robbie. Do you guys do commercial service?

PHONE CALLER #1

0:06 We do.

AMANDA

0:08 Hi, I'm looking to speak with someone about preventative maintenance agreements are recurring service.

PHONE CALLER #1

0:15 Okay. And what kind of systems is... 30 now?

AMANDA

0:19 Okay. I'm sorry. Are you the owner?

PHONE CALLER #1

0:23 Yeah, I'm the owner. What kind of systems are we talking about?

AMANDA

0:25 Okay. Well, I'm Amanda from service trade. I'm actually just calling to see if you guys are working on a platform right now? Service timecard. We're a service management platform. So, what we do is track things like recurring services and manage work orders, increasing revenue. Are you all on paper tickets or are you using a software platform right now?

PHONE CALLER #1

0:50 We are transferring over to a platform right now. It'll actually merged with another company. We're actually using. We're using BuildOps. We're going to be it's we're working through a couple of things right now, but yeah, cool. We're getting to that.

AMANDA

0:55 Wow. Good.

AMANDA

1:05 Okay. All right. Well, if you don't mind, I'd love to show you our platform. We do like a 25 minute demo if you want to kind of compare and contrast since you're not really into it quite yet. We're just building like a 25 minute quick demo that you can do the VS. You mean if you've got time for that, I'd like to put you in for one.

PHONE CALLER #1

1:32 I don't know when I have time right now, but like I said, this is a merged with another company, it's really his decision, not mine. First off. Yeah, Andy any, and these are already signed a contract with them appropriately. Okay. Well, well, well, about three months ago. Okay. Alright. Thank you.

AMANDA

1:39 I see. Okay. So it's somebody else who made the decision?

AMANDA

1:45 Okay. Just signed up. Sure. Alright. Well, we'll follow up with you maybe in. Okay. Alright. Well, thank you for your time, Robbie. Have a good day. Bye bye.

The End