



# Call with **WATSON REFRIGERATION INC - Kirk Stafford**

Jordan Pearsall with WATSON REFRIGERATION INC  
Recorded on 1/4/24 via SalesLoft, 2 min.

## Participants

### **SERVICETRADE**

Jordan Pearsall  
*SDR*

### **WATSON REFRIGERATION INC**

Kirk Stafford  
*Service Manager*

# Transcript

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

KIRK

0:00 We have reached Watson refrigeration for service, press one for alter.

JORDAN

0:12 Okay.

KIRK

0:14 A refrigeration?

JORDAN

0:17 Hey, there, Kirk, please.

KIRK

0:20 Yes, this is.

JORDAN

0:21 Hey, kart, my name is Jordan pier. All, how are you?

KIRK

0:24 Good. How are you?

JORDAN

0:25 Good. Do you have a quick minute?

KIRK

0:27 Sure.

JORDAN

0:28 Great. Thank you. I will be brief, I'm calling with ServiceTrade and we are a software specifically designed to help commercial service contractors simplify their workflows for scheduling, managing work orders and just overall driving sales. So, I was calling to see how you all currently manage your work orders. Do you all run on pin and paper? Do you have a software in place?

KIRK

0:52 We have a software, but we're getting ready to change everything. The company has changed hands, so.

KIRK

1:00 Will be implementing their softwares.

JORDAN

1:04 Okay. Are you all, are you all getting brought out? Is they're just a new owner?

KIRK

1:08 Yes.

KIRK

1:11 We have, we been bought out.

JORDAN

1:11 Okay. It's it. Okay. Our... day and control of what software that you use.

KIRK

1:19 They are.

JORDAN

1:21 Okay. Do you know what software that is?

KIRK

1:24 It's a BuildOps?

JORDAN

1:27 Okay. All righty. Well, thank you so much for your time Kirk.

KIRK

1:31 We...

*The End*