



Call with Electric Supply Company Inc - Matthew Jarding

Ben Bilhorn with Electric Supply Company Inc
Recorded on 9/28/21 via SalesLoft, 2 min.

Participants

SERVICETRADE

Ben Bilhorn
SDR

ELECTRIC SUPPLY COMPANY INC

Matthew Jarding
Vice President - Project Services

Topics

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

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

MATTHEW

0:00 Hello?

BEN

0:02 Hey, Matthew?

MATTHEW

0:04 Hello?

BEN

0:05 Yes. Hey, this is Benjamin with service trade. I'm calling in regards to the Nika conference coming up next month.

MATTHEW

0:14 Okay.

BEN

0:15 Yeah, I am. You know, we're one of the vendors and it's going to be there. I just wanted to reach out to you guys in advance. I know that with these conferences, it's a little bit like, you know, there's a lot of stuff going on. It's easy to kind of get lost in the mix. So, I wanted to, you know, kind of reach out to you via put a name to a face and are, you know, listening to a voice and yeah, running a little bit more about what you guys do. An advance. Do you have a month for me?

MATTHEW

0:44 Well, what... what are you selling?

BEN

0:47 Yeah. So we're... we're a field service management software. So we work with companies that, you know, do electrical service and maintenance, help them. I'm a streamline their prepare opportunity reporting process, help them handle recurring services, you know?

MATTHEW

1:04 Because we just... we just employ in Florida or started using BuildOps about six months ago.

BEN

1:12 Okay. And so, is that for, is that for both your construction and your service?

BEN

1:21 Side of the business or do you have like a service side of the business that you... that you?

MATTHEW

1:24 It starts right now, our service departments utilizing in order to stay. So we're just kinda getting into it, but, yeah.

--- *Wrap-up* ---

BEN

1:29 Yeah, gotcha... gotcha.

MATTHEW

1:31 But I tell you what, I'll definitely check out your stuff at the... at the trade show. I'll be down there. So... alright, not trying to cut you short. I just gotta get, I'm kinda know some here, but.

BEN

1:35 Yeah, please do. Yeah.

BEN

1:41 No. Understandable... understandable. I look forward to seeing you there. And in the meantime, hope you have a great rest of your day.

MATTHEW

1:49 Yeah, you too. Have a good one. Yep. Bye.

BEN

1:50 Alright, talk to you later. Bye bye.

The End