



Call with Sexson Mechanical - Jason Whittemore

Owen Grimme with Sexson Mechanical
Recorded on 1/3/23 via SalesLoft, 3 min.

Participants

SERVICETRADE

Owen Grimme
SDR

SEXSON MECHANICAL

Jason Whittemore
Plumbing Service Manager

Topics

Call Setup 0:00

Transcript

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

--- Call Setup ---

JASON

0:00 Mechanical.

OWEN

0:02 Yeah, good afternoon. This is Owen. I was looking for Jason. If he was in.

JASON

0:07 Which Jason, are you looking for?

OWEN

0:09 Whitmore?

JASON

0:10 Yeah. Hang on one second.

JASON

0:28 Hello, this is Jason.

OWEN

0:36 Hey, Jason. This is Owen. How are you doing?

JASON

0:39 I'm good. How are you?

OWEN

0:40 Doing good, man. Thanks. I'm giving you a call from service trade. Does that ring a bell for you personally?

JASON

0:48 It doesn't...

OWEN

0:50 Okay. I got you. Yeah, we, I think we had contacted Justin in the past, but service trade, it's a tool for commercial service.

--- Call Setup ends ---

OWEN

0:57 So, I just was touching base with you. I saw you're the service manager over there. Are you guys doing mostly commercial service like PMS and service calls?

JASON

0:58 Yeah.

JASON

1:06 Yes, I'd say 99 percent commercial or?

OWEN

1:12 Okay, nice. I got you. Yeah, our company is, you know, built specifically for commercial and industrial service company. So I was just touching base to see what you guys are using currently, you know, for like tracking recurring services, dispatching, running reports, things of that nature.

JASON

1:27 Yeah, we're with smart sheet. Now, we're using BuildOps.

OWEN

1:34 Build up. Gotcha. Okay. So you just recently make that switch over there and has that been something you guys have been with for a while now?

JASON

1:38 All right.

JASON

1:43 Last six months?

OWEN

1:45 Gotcha. So you guys pretty much just got it up and running.

JASON

1:49 Still getting the bugs tweaked but yeah... yeah, I think the operator just getting used to a system. So, yep.

OWEN

1:52 Okay. I got you. Well.

OWEN

1:59 Okay. Yeah, I got you and doing everything that you guys wanted to as far like quoting from the field and being able to run reports and see service history for your text out there.

JASON

2:08 I think so for the most part.

JASON

2:15 I don't think we're ready to swap or do anything else at the moment. But as much as we've already done with this, so.

OWEN

2:21 Yeah, for sure. And I wasn't calling that, you know, change anything. We just do these like 2025 minute demos. I'm sure you did one with BuildOps, but pretty much just to get a look at a dedicated commercial platform in comparison to what you guys are using but it sounds like, you know, just because of that. So new, maybe I'll you know, put a note in for a couple of months down the road and see, you know, how BuildOps is doing what it's you know, fully up and running for you guys?

JASON

2:46 Yeah. Yeah. Is the guy to reach out to for sure of that.

OWEN

2:50 Got you. Okay. Well, I appreciate it anyway, thanks, man.

JASON

2:54 All right. Have a good day.

OWEN

2:56 Take care. Bye.

The End