



# Call with Nelson Electric Inc - Nelson Marv

Sean Jenkins with Nelson Electric  
Recorded on 7/26/22 via SalesLoft, 1 min.

## Participants

### **SERVICETRADE**

Sean Jenkins  
*SDR*

### **NELSON ELECTRIC**

Nelson Marv  
*President and Senior Project Manager*

# Transcript

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NELSON

0:00 Hi, this is mark.

SEAN

0:01 Hey, Mark, Sean Jenkins giving you a call man. I catch it a good time.

NELSON

0:06 Sure. Go ahead.

SEAN

0:07 I appreciate it. Yeah, I'm calling with a company called service trade. We're a service management platform built for the commercial service industry. It's really just reaching out, see how much preventative maintenance, y'all, do there. And if it would make sense to take a peek at our platform, do you all do a lot of PMS over there? Any kind of like maintenance work?

NELSON

0:25 All the time?

SEAN

0:27 Gotcha. What are you using right now to manage that kind of thing?

NELSON

0:32 We use this. He is a couple of pods off of a spectrum in BuildOps right now.

SEAN

0:40 Gotcha. Okay. Yeah, I'm familiar. So when's the last time you've evaluated a solution for this kind of thing?

NELSON

0:50 Well, I'm not really. I'm not really interested in changing it right now.

NELSON

0:55 At this particular point, we just got everything set up and is running smoothly.

NELSON

1:02 And I'm just walking into a meeting right now. So I got him.

SEAN

1:06 Gotcha. Okay. Is there a better time to get in touch with you? I've talked to a lot of people in a similar situation as yours, and would love to talk to you just a little bit more about how we can help you increase your service repair revenue.

NELSON

1:09 Right.

NELSON

1:19 Really not interested. Thanks.

SEAN

1:22 Sure.

*The End*