



Inbound Call with (405) 414-3150

Charlie Riddle
Recorded on 3/3/23 via SalesLoft, 2 min.

Participants

SERVICETRADE

Charlie Riddle
SDR

OTHER

Phone Caller #1

Topics

Call Setup 0:00

Transcript

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--- Call Setup ---

CHARLIE

0:00 Hello? Can you hear me?

PHONE CALLER #1

0:01 Yep.

PHONE CALLER #1

0:04 This is Jason with Dane electric.

CHARLIE

0:04 Hello? Hello?

CHARLIE

0:08 Yeah, Jason, thank you for getting me back for giving me a shout back. How are you doing today?

PHONE CALLER #1

0:13 I'm doing all right. Hey, I didn't know, I guess we hadn't told you or not told you already, but we went with, we went with BuildOps, so we're not looking for a service anymore.

CHARLIE

0:26 Okay. Nice. Well, good luck guys. What was your thought process? Like what did you see in BuildOps that made you go with it?

PHONE CALLER #1

0:30 Okay.

PHONE CALLER #1

0:36 I mean, just all the services that they provide in the cost factor was where we need them to be. So.

CHARLIE

0:44 Gotcha. Well.

PHONE CALLER #1

0:45 I was.

PHONE CALLER #1

0:47 And, and the fact that before I came in three years before I came in, they had already been looking at it, I guess. And... the service manager and the assistant service manager at the time had already been working with them, I guess that we didn't know about until.

CHARLIE

0:47 Yeah. Well.

PHONE CALLER #1

1:08 I brought it up to him one day and he's like man that's the same one that we've been looking at. So.

PHONE CALLER #1

1:15 It was just something that the owner and sell it would fit. So I wouldn't the final say, I mean, I'm the service manager, but obviously price point and all that stuff has to go through the owner. So... that's what we decided on.

CHARLIE

1:34 No, I hear you, man. I appreciate you letting me know and thanks for kind of sharing your dial process there. Yeah, we definitely wish you all the best of luck, you know, if it doesn't work out, give us a shout. We'd love to, you know, get you on service, right? But otherwise, I hope you have a good weekend man.

PHONE CALLER #1

1:39 Okay.

PHONE CALLER #1

1:48 Okay. And I think, and I think too, is they're more commercial industrial?

PHONE CALLER #1

1:57 And I mean, that fits us. We hardly do any residential at all. So.

CHARLIE

2:02 Yeah, no, that, that's actually our selling point too. Like we don't work with any residential companies. We are strictly commercial industrial.

PHONE CALLER #1

2:05 Yeah.

PHONE CALLER #1

2:07 Okay. Commercial industrial. Okay. Well, I appreciate it.

CHARLIE

2:12 Yep.

CHARLIE

2:14 Awesome. Thanks, man. You have a good one.

PHONE CALLER #1

2:15 Okay. You too. Bye.

The End