



Call with Willcox Electrical - Marcus Darragh

Susan Warren with Willcox Electrical
Recorded on 2/14/23 via SalesLoft, 2 min.

Participants

SERVICETRADE

Susan Warren
Territory Manager

WILLCOX ELECTRICAL INC.

Marcus Darragh

Transcript

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MARCUS

0:00 Hello. And thanks for calling. We'll talk to the later call for service and scheduling. Please dial one.

SUSAN

0:06 Hey, area, is Marcus available?

MARCUS

0:24 Hello, this is area.

MARCUS

0:30 He is not, can I take a message?

SUSAN

0:33 Actually, you might be able to help point me in the right direction. I'm calling from a company called service trade. Marcus had met with us a while back and taking a look at our tool for things like work orders, quote tracking scheduling. I was just curious if you guys had found a solution for that and I got, we're in the market for it.

MARCUS

0:50 Yeah, no, we, yeah, we have, we've been using BuildOps for... about a year and a half now.

SUSAN

0:54 Gotcha. How's that treating you?

MARCUS

1:01 Great. That's really helped us grow.

SUSAN

1:04 Good. Well, I'm really happy to hear that, you know, if you guys everyone to take a look and kinda see what else is out there would love to show you around service trade, but you guys are like currently in like a long term agreement with them?

MARCUS

1:17 Yeah, yeah.

SUSAN

1:18 Gotcha. And just around that, would you say you guys have fewer than 10 folks out in the field using that or more than 10 folks?

MARCUS

1:26 Right around we, I think we're at 12 in the field right now?

SUSAN

1:31 Gotcha. Okay. Well, thank you so much for the information. Like I said, if, you know, you ever want to consider another option, the company name, the service trade, we're specifically designed for plan commercial service.

MARCUS

1:42 Okay, fantastic. Thank you.

SUSAN

1:44 Thank you. Bye.

The End