



Call with Energesco Mechanical - Yahir Ramirez

Jordan Pearsall with Energesco Mechanical
Recorded on 1/10/24 via SalesLoft, 3 min.

Participants

SERVICETRADE

Jordan Pearsall
SDR

ENERGESCO MECHANICAL

Yahir Ramirez
Service Manager

Transcript

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

YAHIR

0:00 Thank you for calling an, or jessico. How may I help you?

JORDAN

0:10 Hi, Yahir, ramiras, please. I hope I'm pronouncing, I hope I'm pronouncing his name correctly? Okay. My name is Jordan pier. So...

YAHIR

0:12 Sure. Can I say who's calling?

YAHIR

0:16 Yes, you are.

YAHIR

0:21 And where are you calling from?

JORDAN

0:22 I'm calling my company, ServiceTrade following up with him.

YAHIR

0:27 Trade...

JORDAN

0:29 Service service trade?

YAHIR

0:30 Service? Okay?

YAHIR

0:33 And can I make a note of what it's regarding?

JORDAN

0:36 Yeah, I was following up. We had a demo booked a while back, just looking to follow up with them.

YAHIR

0:42 One moment.

YAHIR

1:22 Hello?

JORDAN

1:24 Hi. Is this a here?

YAHIR

1:26 Yeah. Hey, how's it going?

JORDAN

1:27 Hi, my name is John piers. Do you have a quick minute?

YAHIR

1:31 Yeah, but I imagine it's I saw an e-mail coming through. I actually, my company made a decision last week of going with a different management software. They just, I put your name through, but they decided to go somewhere else.

JORDAN

1:45 A horse.

YAHIR

1:50 So, yeah.

JORDAN

1:52 So you all in the middle of switching or? Sorry, I couldn't hear you. It's clearly.

YAHIR

1:52 Nothing I can do now.

YAHIR

1:56 Yeah. We're in the, I, yeah, we're in the middle of switching already. Yeah.

JORDAN

2:00 Okay. What software are you'll joining?

YAHIR

2:02 It's called BuildOps.

JORDAN

2:05 What is it called? Blue box?

YAHIR

2:06 BuildOps, BuildOps like build building?

JORDAN

2:10 BuildOps?

JORDAN

2:13 Okay. So you'll more geared towards Construction?

YAHIR

2:16 Yes, we have a Construction phase as well. We have Construction answer is.

JORDAN

2:21 Okay. And how much of your business is commercial versus residential?

YAHIR

2:28 I don't know that answer. I just know we, a, I know for now, I think our Construction site is bigger than our service department.

JORDAN

2:39 Okay. So, how, yeah. How much of your businesses Construction versus that service?

YAHIR

2:44 I wouldn't know that's what I'm saying, I just know that the Construction side is a lot bigger. We have like six, seven project managers, just one me for service.

JORDAN

2:54 Of course.

JORDAN

2:56 All righty. Well, thank you so much for your time here. I appreciate it.

YAHIR

2:59 No, no problem. Thank you. Okay. Bye.

The End

