



Call with JH Kelly, LLC - Jacob Hudson

Sean Jenkins with JH Kelly, LLC
Recorded on 6/5/23 via SalesLoft, 3 min.

Participants

SERVICETRADE

Sean Jenkins
SDR

JH KELLY, LLC

Jacob Hudson
Business Development Manager

Topics

Call Setup 0:00

Transcript

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--- Call Setup ---

SEAN

0:00 Hello, this is Sean.

JACOB

0:01 Hi, Sean. This is just JH Kelly. How are you?

SEAN

0:05 Hey, doing pretty well, Jake. How about yourself?

JACOB

0:07 Good, good. I'm sorry, I missed your call just a second ago. I just got your message and figured I'd strike while the iron is hot, so to speak.

SEAN

0:15 No worries. Yeah, I appreciate it again. I don't know what you heard in the voicemail, but calling with service trade, not sure if you're familiar with Northboundary, but we just acquired them at the end of last year. We have hundreds of mechanical contractors sell more service agreements and win more projects. So we're essentially a sales CRM specifically for the mechanical contracting industry. Do you have a team there selling maintenance agreements, things like that for commercial properties?

JACOB

0:21 You...

JACOB

0:28 So...

JACOB

0:38 Yeah, we do. And we actually just upgraded our CRM recently. So, I'm not sure that this is something that we would necessarily be.

JACOB

0:50 Interested in at the moment. How, how did you get my number?

SEAN

0:55 I just kind of have a list man and just go through it that's 20 first century. So, not totally sure how everything gets to me being totally honest. Yeah.

JACOB

1:00 Right on.

JACOB

1:04 Perfect. Right on. Yeah, no worries. Well, I appreciate your call. I appreciate you reaching out. I'll run it up the flagpole and see if it's something we're interested in and I'll give you a call back if so.

SEAN

1:13 Sure, would you happen to know what CRM you went with?

JACOB

1:20 So, yeah, right now, we've got BuildOps and field squared, both of which you've had sort a custom tailored to our service side?

JACOB

1:31 I'm not sure if you're familiar with either of them, but yeah, that's who we got.

SEAN

1:34 I am okay. So I know that they're good at service and things like that. But for the actual sales side of things, do they have like, a sales module or something like that, I know that they're more for like actual service technicians in the field?

JACOB

1:47 Yeah, it's something that, we, they made custom for our CRM side, so.

SEAN

1:58 Gotcha. Okay. Well, you know, we were built specifically for kind of what you all do. So if you are looking to grow your revenue, well, definitely love to talk, not trying to change anything over night, but I know what, you know, custom tailored, things always kind of sound good and then ends up kinda getting muddy in the water kind of and doesn't always work the way you want it to. So, I'll, if you run into anything we'd love to connect... but if not, we'll be here so I can send you over an email maybe with, some info. I have J Hudson at JH Kelly, best way to reach you.

JACOB

2:00 Yeah.

JACOB

2:14 Yeah.

JACOB

2:21 I hear you.

JACOB

2:29 Absolutely.

JACOB

2:35 Yep. Perfect. Yeah. Shoot me over the email. And like I said, I'll run it up the flagpole and see if there's anything I can do, but we did like just recently upgraded. So, I don't wanna make any promises.

SEAN

2:36 Cool.

SEAN

2:43 Okay.

SEAN

2:48 Gotcha. Yeah, no worries. I totally hear you on that side of things. So, gotcha. Well, I appreciate the call back, man. I'll let you get back to it.

JACOB

2:54 Yeah.

JACOB

2:56 Of course. Have a great rest of your day bye.

SEAN

2:58 You too. Bye.

The End