

应聘销售员之职面谈 PDF转换可能丢失图片或格式，建议阅读原文

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A : I came in answer to your advertisement for a salesperson.E : I see. Will you walk this way, please?

E : What experience have you had?A : Im afraid I havent had any experience in just this sort of work. Im studying business administration in college. I want to get a job that would tie in with my studies.E : Have you got any selling experience at all?

A : I worked in a department store in a small town last summer vacation.E : What subjects did you like most at university?A : I like sales strategies most.E : Now tell me about your educational background.

A : I graduated from Beijing College of Commerce.A

: I majored in commerce.E : What courses have you completed?A

: The courses I completed are marketing, business law, business English, statistics, marketing principles, sales management, distribution theory, economies and psychology.E : What would you like to work with us?

A : Its a job interested in, and your company is one of the best known. Although I have no work experience as a salesperson, the job description you sent was very interesting. Its a job Ive been dreaming of since I was at university.E : Do you know anything about this company?

A : Yes, a little. As you mentioned just now, yours is an American capital company. As far as I know your company is a world famous one which produces cosmetics and skincare products.E : In what department did you work?

A : I was in Womens Fashion Department.E : Have you got an excellent

record in English?A : Yes, I think I can manage English
conversations with American staff members.PS : 以上内容中，
“ A : ” 代表应征者，“ E : ” 代表主考官。 100Test 下载频
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