

面试英语实况范例：应聘销售人员 PDF转换可能丢失图片或格式，建议阅读原文

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I: Come in, please. W: Good morning, sir. I: Good morning. Take a seat, please. My name is Harry Wilson. W: Thank you, Mr. Wilson. I: Please make yourself comfortable. First, tell me your number and name. W: My number is 6 and my name is Lixiu Wen. I: Where do you come from? W: I come from Suzhou, Jiangsu Province. I: How old are you? W: I'm twenty-two years old. I: How many people are there in your family? W: Three. They are my father, my mother, and me. I: What do your parents do? W: My father is a purchaser at a supermarket and my mother is a saleswoman at the same store. I: Now tell me about your educational background. W: O. K. I am a senior student at Guangdong College of Commerce. My major is commerce, with the emphasis on marketing. I: What courses have you completed? W: The courses I've completed are marketing, business law, business English, statistics, marketing principles, sales management, distribution theory, economics and psychology. I: How are your grades? W: I have got an average of 90 points. I: Have you got an excellent record in English? W: Yes, My score of CET Band Six is 93 points. I: That's only for your written work, I'm afraid. What about your oral English? You know, some staff members in this company are Americans as ours is an America-invested capital

company. So conversational English is very important in our company.

W: I think I can manage English conversations with American staff members. At college I often practise oral English with my classmates or cassettes. I have entered for Test of Spoken English and got a high score.

I: That's very good. Can you tell me something about your student life?

W: Certainly. I've been the class commissary in charge of life affairs ever since I was in the first year. Every academic year I am chosen as a "Triple A" student, namely, a student who "studies well, works hard and keeps fit".

I: What kinds of sports do you like?

W: I like tennis and volleyball. I am on the volleyball team of the college.

I: As a major of marketing, do you know what the principle of marketing is?

W: Well, the principle of marketing is still constantly changing. The core work of marketing was reduced in 1960s to four Ps: Product, Place, Price and Promotion. Later, this basic theory of marketing met with the challenge of another three Ps: People, Process and Provision. Then Original Thinking suggested five Is: Idea, Imagination, Intuition, Interruption and Interaction.

I: What is the purpose of corporate marketing?

W: The purpose of corporate marketing is to develop corporate image, locate the corporate identity and establish the connections with market analysts mass media.

I: You are talking shop. How will you carry out marketing campaign if we hire you?

W: I'll organize trade fair and symposium, prepare all marketing materials, and arrange appointments for our company with its business partners.

I: What is your attitude toward customers?

W: I put customers in the first place.

I: Do you have any part-time work experience in

promotion?W: Yes, I do. In the summers of 2002 and 2003 I worked as a salesgirl for Guangzhou P & G Company Ltd.. I went from house to house to sell shampoos such as Rejoice 2-in-1, Head and Shoulders, and Pantene. In doing so I gained some promotion skills.I: Fine, You can speak Cantonese, cant you?W: Yes, I can speak either Cantonese or Mandarin.I: Do you know anything about this company?W: Yes, a little. As you mentioned just now, yours is an America-invested company. As far as I know, Avon company is a world-famous company which products cosmetics and skincare products. Your cosmetics and skincare products are very popular with women in all parts of the world.I: Thats right. Are you familiar with our pay scale?W: No. Would you please tell me about it?I: Well offer you a monthly salary of RMB 3, 500 yuan to begin with and you would be eligible for a raise after a year. In addition, we offer 1% commisssion on all your sales. Youll also enjoy life insuarance and health insurance, a two-week paid vacation a year, a five-day work week, but we do expect you to work overtime when its necessary. Is that acceptable to you?W: Yes, thats fine.I: One more thing. When will you be available to start working?W: Well, I am to graduate at the end of the coming June. So Ill be available to start working on July 1.I: Any questions you would like to ask me?W: When will you let me know the result?I: Youll be hearing from us by next Saturday. By the way, shall we notify you by mail or by phone?W: Youd better do it by mail. But you can reach me anytime except in class if you page me over my broadcasting pager.I: All right. Thats all for you. Ive got some more candidates to interview. Thank you for coming.W:

Thank you very much, Mr. Wilson. Ill look forward to hearing from yuo. Good bye. I: Good-bye, Miss Wen. 100Test 下载频道开通，各类考试题目直接下载。详细请访问 [www.100test.com](http://www.100test.com)