

实用英语之面试英语辅导：关于销售员职务 PDF转换可能丢失图片或格式，建议阅读原文

[https://www.100test.com/kao\\_ti2020/261/2021\\_2022\\_\\_E5\\_AE\\_9E\\_E7\\_94\\_A8\\_E8\\_8B\\_B1\\_E8\\_c96\\_261028.htm](https://www.100test.com/kao_ti2020/261/2021_2022__E5_AE_9E_E7_94_A8_E8_8B_B1_E8_c96_261028.htm) Key Sentences (重点

句子) 740.I came in answer to your advertisement for a salesperson. 我是来应征贵公司所招聘的售货员一职的。 741.I see.Will you walk this way , please ? 我明白了，请到这边来好吗？ 742.What experience have you had ? 你有什么经验呢？

743.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. 这种工作我恐怕没有什么经验。我大学学的是商业管理，我想找一个与所学知识有关联的工作。

744.Have you got any selling experience at all ? 你有售货的经验吗？ 745.I worked in a department store in a small town last

summer vacation. 我去年暑假在一个小城镇的百货店工作过。

746.What subjects did you like most at university ? 你在大学时最喜欢什么课程？ 747.I like sales strategies most. 我最喜欢销售策略这门课。

748.Now tell me about your educational background. 请给我讲讲你的教育背景。 749.I graduated from Beijing College of Commerce. 我毕业于北京商学院。

750.I majored in commerce. 我主修商业专业。 751.What courses have you completed ? 你修过哪些课程？

752.The courses I completed are marketing , business law , business English , statistics , marketing principles , sales management , distribution theory , economics and psychology. 我修过的课程有：市场营销、商业法、商务英语、统计学、营销原理、销售管理、商品配销理论，经济学

和心理学。 753. Why would you like to work with us? 你为什么愿意来我们这儿工作? 754. Its a job Im 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. 贵公司是最有名气的公司之一, 我也喜欢这种工作。虽然我没有销售员的经验, 你们给我的职位说明很有意思, 这是我上大学时就想从事的工作。 755. Do you know anything about this company? 你了解本公司吗? 756. 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 skin-care products. 我知道一些, 正如你所提到的, 贵公司是一家美资公司, 据我所知, 贵公司是一家世界著名公司, 生产化妆品和护肤品。 757. In what department did you work? 你以前在哪一部门工作呢? 758. I was in womens Fashion Department. 我在女装部工作。 759. Have you got an excellent record in English? 你英语成绩好吗? 760. Yes, I think I can manage English conversations with American staff members. 是的, 我认为我可以和美国员工进行英语会话。

Dialogue A  
( I= Interviewer 主试人 A= Applicant 申请人 )  
I: Come in, please. A: Is this the General Manager office? I: Yes, it is. Be seated, please. A: Thanks. I: May I have your name? A: Linda Li. I was asked to have an interview this afternoon. I: Yes. How old are you, Miss Li? A: Im 25. I: How many people are there in your family? A: Four. They are my father, my mother, my elder brother and me. I: What do your parents do? A: My father is a

purchaser at a department store and my mother is a saleswoman at the same store. I : Now tell me about your educational background. A : OK.I graduated from Beijing College of Commerce.My major is commerce. I : What courses have you completed ? A : The courses Ive completed are marketing , business law , business English , statistics , marketing principles , sales management , distribution theory , economics and psychology. I : How are your grades ? A : I have got an average of 90 points. I : What subject did you like best at college ? A : I liked sales strategies best. I : Can you explain why ? A : I like dealing with people.Its quite challenging. I : Have you got an excellent record in English ? A : Yes , I obtained nearly full marks in English. I : Thats only for your written work , Im afraid.What about your oral English ? You know , some staff members in this company are Americans as ours is an American capital company.So conversational English is very important in our company. A : I think I can manage English conversations with American staff members.At college I often practice oral English with my classmates or cassettes. I : Why are you interested in the job ? A : Because I love your company.Yours is one of the effective and respectable companies in this area. I : I see.Have you worked anywhere else ? A : Yes.Four years ago , I began to work in a developing company in Nantong. One year later , I came to Shanghai , and worked in a small department store as a salesgirl.and now Im secretary to Gederal Manager of Xin Xin Department Store. I : OK.We have received your letter and resume in answer to your advertisement in the paper.Id like to talk about

your qualifications for the position. A : I think you must have got a lot of replies to your advertisement. I : I havent counted the exact number of the replies , but I think there were at least thirty for the job.However , many who applied dont have the qualifications we require.We only picked out the ten best replies for interviews.And yours is just among them. A : Thanks.Im glad that my letter is acceptable. I : You mentioned in your letter that you had worked in a small department store as a salesperson.In what department ? A : Ladies fashion. I : Did you like the job ? A : Yes , I liked it very much.In fact , I have a good taste in dress.I think Im interested in clothing design and like to be dressed in fashion. I : Well , Miss Li , it was nice talking to you.However , we want to interview the other applicants before making any final decision.You will hear from us soon.Thank you for your coming , Miss Li. A : Thank you Sir.I hope to hear from you as soon as possible. Notes注释 1.Be seated , please. 请坐。 2.My father is purchaser at a department store and my mother is a saleswoman at the same store. 我父亲是一家百货商店采购员 , 我母亲是同一商店的售货员。 3.I have got an average of 90 points. 我各门成绩平均90分。 4.Yes.Four years ago , I began to work in a developing company in Nantong. 有过。四年前我开始在南通一家正处于发展阶段的公司工作。 5.We only picked out the ten best replies for interviews.And yours is just among them. 我们只挑选了十位最优秀的申请人来参加面谈 , 你的材料是其中之一。 6.Ladies fashion. 女装部。 7.In fact , I have a good taste in dress 事实上 , 我对时装很有眼光。 Words and Expressions salesperson n.售货员 tie in with 与.....有关联

commerce n.商业 marketing n.市场营销 statistics n.统计学  
psychology n.心理学 cosmetics n.化妆品 skincare products 护肤产品  
skincare一词由skin（皮肤）care（护理）组成 English  
conversations 英语会话 purchaser n.采购员，购买者 sales  
strategies 销售策略，销售方法 pick up v.挑选 ladies fashion 女式  
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