

国际商务英语综合教程：第三课 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/294/2021_2022__E5_9B_BD_E9_99_85_E5_95_86_E5_c67_294280.htm 面对客户 Introducing Yourself to New Clients Jennifer要进军美加市场，经过数星期的信件传真往来，终于与一家加拿大的中盘经销商，Standard家用电器，约好了当面商谈合作的可能性。Jennifer与买商首度会面，不但要说明公司目前的计划，还要告诉对方自己在此商谈中所扮演的角色。

----- 英文正文

----- Good afternoon. Its a pleasure to finally meet you. Im Jennifer Wong from Action Appliances. I hope the two of you had a pleasant flight. Please take a seat. As you know, Action is looking to expand into western Canada and the United States. What we need to get our foot in the door is a well-known distributor. To be perfectly honest, it would be quite a head start for us if we could secure a deal with a respected distributor like yourselves, Standard Suppliers. Ill be responsible for the first round of negotiations here in Taipei. I hope we can make some definite headway during your stay in Taiwan. As the stakes get higher, so to speak , my supervisor, Mr. Cheng, will join us at the bargaining table. And now, Im sure you must have questions.

----- 中文翻译

----- 两位午安，很高兴终于与您们会面了。我是Action电器的Jennifer Wong，我希望两位一路旅程还算顺利，请坐。您也知道，Action希望能将市场扩展到加拿大西部及美国，因此我们目前需要的，就是一家声誉卓著的经销商，来帮助我们打入市场。老实说，那真是一个非常好的开始，如果和我们合作的经销商，能像贵公司这样的信誉良好。敝人负责此次在台北第一阶段的商谈。希望趁两位在台北停留的这段时间内，我们能有明朗化的进展。当所谓的利害关系升高时，我的上司郑先生，会加入这项合作的商谈。现在，您们有任何问题，请直接提出来。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