

国际商务英语综合教程：第一课 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_294283.htm 应征面谈Introducing Yourself at an Interview 找工作时的面试，正是应征单位决定是否要延揽应征者的依据。在面试中，除需注意衣装合宜之外，得体出众的谈吐实为关键所在。怎么样的谈话内容和态度，才能使你脱颖而出呢？

----- 英文正文

----- Good morning. Its a pleasure for me to be here in front of you to present myself. My name is Jennifer Wong, and I am a candidate for the position of Overseas Sales Representative. My background and work experience are tailor-made for this position. I studied marketing as an undergrad here in Taiwan, and in 1985, I received my MBA from the University of Texas School of Business. For five years now, I have utilized my skills and knowledge as the Assistant Director of Exports for Magic Kitchen Supplies. Action Appliances is a forward-looking company. I am aware that you are expanding into new markets, particularly in the U.S. Thus you are going to need aggressive, take-charge sales representatives. At Magic Kitchen, during my five years there, we expanded our U.S. market share by 25%. This is just one example of my ability to go out there and sell products. A position with your company would be both a learning experience and a great opportunity. I look forward to

becoming part of the Action team. Thank you.

----- 中文翻译

----- 早安。很高兴能在这儿跟各位介绍自己：我是Jennifer Wong，来此应征海外业务代表。我的背景和工作经验使我足以胜任这份业务代表的工作；我在台湾念大学，是主修行销，一九八五年，再从美国德州大学的商学院得到企管硕士的学位。过去五年来，我以这些专业知识及技巧担任神奇厨具用品公司的外销部副主任。Action电器公司是个高瞻远瞩的公司，我知道你们正在开拓新市场，尤其要在美国闯下一片天地；正因为如此，你们需要一位积极、肯负责的业务代表。在神奇厨具用品公司，我们将产品在美国的市场占有率提高了百分之二十五，这正足以证明我有能力在当地推销产品。如果能进入贵公司工作，对我来说可以好好继续学习，也是个大好机会。我希望能成为Action电器公司的一员。谢谢。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