

将电子询盘转化为真实订单：一个较好的回复询盘 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/33/2021_2022__E5_B0_86_E7_94_B5_E5_AD_90_E8_c28_33499.htm 分享A 很多客户只询价

，不下单，是很正常的，如果他们不询价或一次询价就下订单，倒真的要小心了！（外贸风险时时存在！不要初生牛犊不怕虎！还是慎重点好！）除此之外，可以自行分析以下原因：1）你公司（包括你自己）给客户的信誉度如何？2）你的产品报价的价位（与市场行情差价）如何？3）你的商贸语言及技巧如何（是否会产生误解或含糊不清）？4）你可以把自己发出去的传真、电子邮件换个角度看一看？（如果你是客商，你会不会接受？）分享B 将电子询盘转化为真实

订单：一个较好的回复询盘样本 Sample a better reply Dear buyer: It is good to hear from you again.You inquired about my bamboo baskets on September 15,1998.I sent you a company catalog at that time.I can send you a second catalog if you need? You are not the only importer in Brazil that has asked us about bamboo baskets. I have also received inquires from ABC company,Universal Co Ltd in Brazil,but they always inquired another kind of baskets.I will introduce this kind of basket for you if you need.Would you like me to help you by making a special sample for you Brazil market? We are a professional bamboo products manufacture with 14 years experiences in China,offering over 1,500 various kinds of bamboo products and monthly output up to 5 millions pieces.We are the best manufacturer that you can trust in China.The details for the product(as the attached photo)you inquired as following :FOB

XXX,Min.Order:2,000,Price:USD1.80/pc,Delievery Time:30 days after the receipt of send you a smaple with catalog together. I look forward to see your reply! 买家您好,很高兴再次收到您的查询:您在去年9月15日曾向我们查询过竹篮,那时我们曾寄过公司目录给您,如您需要我可再寄一次给您。您并不是巴西唯一向我们查询过竹篮的进口商,我们也曾收到来自巴西ABC、Universal等的进口商的查询,但他们总是查询另一种竹篮,如您有需要,我可以向您介绍那一类的竹篮,您是否希望我为您的巴西市场做些特别的样品给您?我们是有十四年专业竹制品经验的中国制造商和提供超过1,500种多样的竹制品,月产量达五百万个,是您最值得信赖的中国竹制品供应商。您询问的产品如附图资料如后:XXXXXXXXXXXXX。我明天会寄一份目录给您,若您能提供您的快递帐号,我们将把样品一同寄给您!期待尽快收到您的回复。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