

商务英语口语会刊No.74 PDF转换可能丢失图片或格式，建议  
阅读原文

[https://www.100test.com/kao\\_ti2020/475/2021\\_2022\\_\\_E5\\_95\\_86\\_E5\\_8A\\_A1\\_E8\\_8B\\_B1\\_E8\\_c85\\_475496.htm](https://www.100test.com/kao_ti2020/475/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_475496.htm) 业务职能销售（3）

1.ROS (Return on sales) 销售利润A: How about return on sales?B: 12%.A : 销售利润是多少？ B : 12%。 2.Sales agreement 销售协议A: We had the price agreement with the customer now. How about the sales agreement?B: That was signed as well.A : 我们现在与客户有价格协议了，那么销售协议呢？ B : 也签了。 3.Sales show 销售展A: There is a sales show next Sunday. Would you like to take a look?B: Why not? Im always interested in new cars.A : 下周日有一次销售展，你能来看吗？ B : 为什么不呢？我对新车很感兴趣。 4.Salesman 推销员A: What makes a good salesman?B: A good salesman wins the trust of the customer.A : 怎样做一个好销售员？ B : 好的销售员要能赢得顾客信任。 5.Seal the deal 成交A: Its been three months. We are still not able to seal the deal.B: The customer is backing off. We need to find out why.A : 已经三个月了，我们还不能成交。 B : 客户在退缩，我们得找找原因。 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)