

面试英语实况范例：外贸业务员 PDF转换可能丢失图片或格式，建议阅读原文

[https://www.100test.com/kao\\_ti2020/499/2021\\_2022\\_\\_E9\\_9D\\_A2\\_E8\\_AF\\_95\\_E8\\_8B\\_B1\\_E8\\_c96\\_499918.htm](https://www.100test.com/kao_ti2020/499/2021_2022__E9_9D_A2_E8_AF_95_E8_8B_B1_E8_c96_499918.htm) 宁先生从在IBM工作的朋友口中获悉，那里有一个外贸业务员的职位空缺。现在宁先生同该公司在北京的经理亨利先生面谈。

L: Good afternoon, sir.  
H: Good afternoon. Please take a seat.  
L: Thank you.  
H: You are Feida Ning? I am Henry Hudson.  
L: Yes. Nice to see you, Mr. Hudson.  
H: To start with, tell me about your education, please.  
L: All right. I graduated from Shanghai Institute of Foreign Trade three years ago. I majored in international trade.  
H: Very well. I see from your resume that you have been working for an import and export company in Beijing since your graduation from college. What is your chief responsibility there?  
L: I am responsible for exporting light industrial machinery to some Asian and European countries.  
H: Have you travelled a lot in your work?  
L: Yes. I have travelled dozens of times abroad. I have been to such countries as Thailand, Singapore, Japan, Indonesia, Burma, the Netherlands, Denmark, Italy, Germany and England to do business.  
H: Are you single or married?  
L: Im still single. Nowadays many young people in China are not in a hurry to get married. Theyd rather secure their careers before they settle down in a family.  
H: Thats the kind of man we are looking for. Our promotion work entails much travel. So we need employees without family burdens yet. Now tell me if you have a good command of both written and spoken English.  
L: When I was at college, I passed Band Six of College English Test. I also passed

Business English Certificate Test. All the foreign businessmen I've dealt with say my English is quite good.

H: May I ask why you want to change jobs?

L: Because I wish to get a more challenging opportunity at a foreign capital company.

H: Why are you interested in this company?

L: A friend of mine works here, and he told me about your company, so I became interested. I think working in this company would provide me with a good opportunity to use my knowledge.

H: What do you know about this company?

L: This company is one of the biggest manufacturing companies in the world. There are a lot of branches in all parts of the world with the head office in the U. S. A. IBM (China) Co. Ltd. was set up in Beijing in 1992. It has established branches in Shanghai, Guangzhou, Shenyang, Shenzhen, Nanjing, Wuhan and Xian. It deals in business machines.

H: Do you know what GMFNT stands for?

L: Of course. It stands for General Most-Favored-Nation Treatment. If one nation enjoys this kind of treatment, it is accessible to tariff preference for imported goods from another nation.

H: Now I'm going to ask you a few professional questions. What is the first thing to do in international trade?

L: As a buyer, you first have to make an inquiry. And as a seller, you have to make an offer.

H: Can you name some terms of payment?

L: Of course. Irrevocable letter of credit, confirmed letter of credit, and transferable and divisible letter of credit are common terms of payment in international trade.

H: You are right. We'll notify you of our final decision within one week.

L: Thank you, Mr. Hudson, for your interview with me. You can Email your decision to me. I hope to see you again.

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