

商务英语写作指导：新官上任开场白 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/503/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_503399.htm Thank you, Mr. Gibson, for that kind introduction. Youve given me a reputation I might not be able to live up to. Just to let you know a little about myself. Im the new Overseas Sales Representative. I came over from Magic Kitchen Supplies, a company you might be familiar with. There, I was responsible for exporting supplies to restaurants in the United States. I got my MBA in the States, so I feel quite at home with that territory. Not surprisingly, Ill be heading up the US and Canadian division of Actions sales force. Well be concentrating our efforts in the West and Midwest, with an eye toward opening new markets in major metropolitan areas. Action has just started out in overseas markets, and I look forward to hearing each of your views on our present and future projects. I may also need your advice, as Im learning the ropes around here. 谢谢Gibson先生好意的介绍，我恐怕要辜负您的赞许了。我想就简单的说说自己吧！我是新任的海外业务代表。原来在神奇厨具用品公司工作，我想诸位大概对那个公司也不陌生。我在那儿负责的是出口餐具到美国的餐厅。我在美国拿到企管硕士学位，对美国那一带的情形还蛮熟悉的；所以，很自然的，我将负责Action的美加业务部门。我们将集中主力向西部及中西部进军，打算开发主要大都会区的新市场。Action在海外市场方面才刚起步，我希望能听听各位对于目前和未来计划的看法。同时也因为我正处于摸索阶段，还需要各位多多指教。 短语解说 live up to 达到（期望，

配合) 这个词组常用在谈论有关预期效果; 表示能符合别人对自己的看法, 或是能达到某种要求。 In college, his parents pressured him to live up to all of their expectations. 在大学时, 他的父母亲要求他一定要达到他们的期望。 feel (quite) at home 非常在行 这个词组以有如在家 ("at home") 般地轻松自在, 比喻对某事应付自如, 也就是说对这件事很熟悉、很有研究, 即很"在行"。在商场上, 常用来形容某人对某种商品, 公司或是行销市场很清楚。 I feel at home with numbers, so I want to study accounting. 我对数字很在行, 所以我要念会计。 head up 主持, 领导 这个口语表示要做某事或某部门中"带头的" ("head of something"), 即"领导"的意思。 When I was asked to head up the stores promotional contest, I said "Yes" right away. 有人请我负责店里促销竞赛时, 我马上就答应了。 sales force 销售业务主力军 "force"原意是指'武力, 在此"sales force"是指销售业务的负责团体, 也可指公司里的业务员、推销员。 The companys sales force is divided into smaller divisions which are responsible for a particular region. 公司的业务部门是以小组方式, 分别负责各区域的销售。 with an eye toward 未来计划于 这也是句口语, 字面意思是"眼睛注视着某处", 比喻"将来想朝某处下手"; 专指将来想要从事、执行的事。 Well open stores in Taichung and Kaohsiung next month, with an eye toward eventually controlling the market in those cities. 我们下个月将在台中和高雄开分店, 计划将来完全控制这两处的市场。 learn the ropes 学习做某事 "ropes"常用来表示"某事的细节、线索", 在此是指新工作中需要学习的各项重点等。 It didnt take her long to learn the ropes around here. Now shes the CEO. 当时她很快就

熟悉了这里的工作，如今已经升任本公司总裁了。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