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双方公司都有进行贸易的意向。在初步的接触之后，双方打算进行更深一步的沟通。来看看Brian是怎么和Jonathan沟通的吧。 Brain: Mr. Sun,

Id like you to meet Mr. Jonathan Mitchell, sales manager of Northern Reflections of Canada. Mr. Mitchell, Mr. Steven Sun, general manager of Apex Trading. 孙先生，让我为你介绍加拿大Northern Reflections的业务经理Jonathan Mitchell先生

。 Mitchell先生，这是Steven孙，Apex贸易公司的总经理。

Steven: Its very nice to finally meet you, Mr. Mitchell - after so many phone calls and faxes. Here is my business card. . 多次电话、传真

往返之后，非常高兴终于见到您， Mitchell先生，请收下我的名片。 Jonathan: Thank you very much, Mr. Sun. Please accept

mine. And please, call me Jonathan. 谢谢您，孙先生。也请收下我的名片，叫我Jonathan就行了。 Brain: If you dont mind,

Jonathan, while you and Mr. Sun get acquainted, Id like to check the arrangements for the meeting. 如果你不介意， Jonathan，在你和孙先生互相认识时，我先失陪，看看会议安排得如何。

Jonathan: Youre certainly on top of things, Brian. Brian，一切当然

在你掌握之中! Steven: Youll find Mr. Brian Taylor is a force to be reckoned with at Apex Trading. 您会发现Brian Taylor先生是Apex贸易公司的大将。 Brain: Thanks for the vote of confidence, Mr.

Sun. Ill be right back. 孙先生，谢谢你的信任，我马上回来。

Jonathan: He appears to be a top-notch young man, Mr. Sun. Talent

and enthusiasm like that is hard to find. 孙先生，他看起来是个有为的青年，很难找到像他这样有才干、有热忱的人。 Steven: Hes doing a great job for us. And please, call me Steven. 他在公司表现不凡。请叫我Steven就行了。 Jonathan: Steven, can you tell me in a nutshell what the retail market is like in Taiwan? Steven, 你可以简单地告诉我台湾零售市场的现况吗? Steven: Well, as per capita income goes up and up, the growth sector seems to be in the high-end. 唔，由于每人的平均收入不断地增高，市场的发展领域似乎偏向于高价位商品。 Jonathan: Retail is going upscale here? Taiwan is certainly growing more quickly than I had imagined. 此地的零售走入高价位了？台湾的发展比我想象得要快多了。

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