

国际商务师业务外语辅导：如何回复苛刻的客户国际商务师
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https://www.100test.com/kao_ti2020/645/2021_2022__E5_9B_BD_E9_99_85_E5_95_86_E5_c29_645380.htm id="feiw" class="aizi">

The prices are very high for us. For us to have the option to sell your products here in (country), we need an additional 30% discount.

Dear xxx, I am glad to hear from you, and much concerned about your requirement in the letter. Regarding our last quotation, you consider the price to be high for you. I do think it is the common

issue we face currently. As you know, the price of raw material goes up beyond our predict. We are proceeding to improve craft to lower the cost effectively. The market goes big for these products day by

day. Most clients have urged us to complete their orders in spite of high price. They all agree that these products are of most potential high profits in the near future. Provided we offer 30% discount to

you, could you like to double your volume? If not, I would like to kick off 10% price to start an initial friendly cooperation between us.

Your further comment is highly appreciated. Yours truly, William

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