**陕汽经销商加盟申请表**

Application Form for SHACMAN Distributor Admittance

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 第一部分：经销商概况  Part I: Distributor Profile | | | | | | | | | | |
| 公司名称  Corporate Name | |  | | | 电话  Contact Number | | |  | | |
| 通讯地址  Contact Address | |  | | | 邮编  Post Code | | |  | | |
| 电子邮箱  E-mail | |  | | | 传真  Fax | | |  | | |
| 开户银行  Bank of Deposit | |  | | | 当地银行的信用等级  Credit rating of the local bank | | |  | | |
| 帐 号  Account | |  | | |
| 企业法人信息  Legal Person Information | | 姓名  Name |  | | 联系方式  Contact Number | | |  | | |
| 销售负责人信息  Marketing Director Information | | 姓名  Name |  | | 联系方式  Contact Number | | |  | | |
| 相关行业销售经验  Related Marketing Experience | |  | | | 经营陕汽业务人员数量  Number of staff dealing with SHACMAN products | | | | |  |
| 近3年经营情况（2011-2013）  Business Condition within the latest three years (2011-2013) | | 年份  Year | 经营品牌  Operated Brands | | 销量  Sales Volume | | | | | 备注  Remarks |
| 2011 |  | |  | | | | |  |
| 2012 |  | |  | | | | |  |
| 2013 |  | |  | | | | |  |
| 经营场所现状  （项目前标注√）  Status-quo of the operational site  (tick √ before each item) | | □写字楼内办公(Operate in office building ) □建有专营店(Have franchise stores) □建有4S店 (Have 4s stores) □暂无场地(Have no business site yet) 店面面积(Store acreage) ㎡ 车场面积(Parking acreage) ㎡ | | | | | | | | |
| 第二部分：附加材料  Part II: Additional material | | | | | | | | | | |
| 企业简介  Corporate Profile | （可增加附件予以说明）  (Annex can be attached if necessary ) | | | | | | | | | |
| 组织机构  (Operational Structure) | （请用树状图表示组织机构及各部门人数）  (Please demonstrate the operational structure and number of department staff in a tree diagram) | | | | | | | | | |
| 主要工作人员  Main staff | 岗位  Post | 姓名  Name | 性别  Sex | 年龄  Age | | 学历  Educational Attainment | 联系方式  Contact Number | | 行业经验  Industry Experience | |
| 1 |  |  |  |  | |  |  | |  | |
| 2 |  |  |  |  | |  |  | |  | |
| 3 |  |  |  |  | |  |  | |  | |
| 4 |  |  |  |  | |  |  | |  | |
| 5 |  |  |  |  | |  |  | |  | |
| 营销策略  Marketing Strategy |  | | | | | | | | | |
| 销量目标  Sales Target |  | | | | | | | | | |
| 需要陕汽的支持  Supports to be provided by SHACMAN |  | | | | | | | | | |
| 填表人签字:  Signature of the person filling this form: | | | | 经销商签字（章）:  Official signature (Seal) of the distributor: | | | | | | |
| XXXX年X月X日  Date: / / | | | | XXXX年X月X日  Date: / / | | | | | | |