**陕汽经销商加盟申请表**

Application Form for SHACMAN Distributor Admittance

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| 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: / / |