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| **单据编号:**FL0054201501221    **单据类型：**人员支持申请表(FL0054)   |
| **人员支持申请表**  |
| **申请部门:**2121-来一口公司/销售部/外部市场/华南大区/深圳2/叶连花   | **申请人：**叶连花                         **申请日期：**2016-04-28 |   |

 |
|   主       题 | 优佰客户人员支持申请  |
|   详细说明 | 优佰客户是深圳专柜客户，客户已跟迪妮斯合作巧克力，迪妮斯公司用其它方式与客户在谈果冻，因公司果冻质量‘卖貌’大不如以前，所以我们与客户在签16年合同时犹豫不决，经多次与客户沟通下，客户在16年4月至17年3月31日完成目标70万支持客户每月人员工资1500元，共12个月1500X12=18000元，目标完成在17年4月公司上账给予客户，谢谢各位领导支持工作! 关 键 字  |
|   关  键  字 |  |
|   客        户  | 1040140-深圳优佰贸易有限公司(1000-来一口销售组织/250-华南/1040-广东区/1060-深圳小组)  |
|   客户签订的年任务  | 700000  |   客户签订合同费用  | 7%+2%  |
|   超市名称及面积  | 10000  |   类别  | 果冻  |
|   超市预估月销量  | 4500  |
|   超市费用明细及总计  | 28%  |
|   支持人数  | 1.0  |   支持费用  | 18000.0  |
|   是否付款  | 账返  |   预估费用率  | 2%  |
|   开始支持时间  | 2016-04-01  |   结束支持时间  | 2017-03-31  |
| 审批记录:2016-05-16 14:03:09 杨伟明：同意 客户2016年财年完成70万给予一名人员支持，1500元/月，合计18000元，请领导批准。2016-05-16 14:12:23 张云芝：1、15年度果冻签订目标为88万，休闲食品签订目标0万，月返：AB类8%，果冻类实际销售回款0.7%方可享受此市场费用， 2、年返：果冻类实际销售回款0.02%,休闲食品类实际销售回款0%，超额奖励0%； 3、客户去年完成销量52.73万，月均销量为4.39万，客户截止目前今年完成销量5.75万，费用率2.8%，其中费用占比较高的为广告品费用，占比2.8%；2016-05-17 08:51:28 翟仕华：同意  |

**填单:**叶连花                                       **填单时间:**2016-04-28  |

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