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|   |   | **单据编号:**FL0054201501218    **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：**2016-04-27 |   |

 |
|   主       题 | (美味思)客户人员费用支持申请.  |
|   详细说明 | 美味思客户是深圳包场客户，也是来一口忠诚客户，目前客户只做来一口和喜之郎果冻，对我公司支持力度也比较。在此特向公司申请人员费用支持，美味思客户于在16年4月至17年3月31日完成目标75万，每月支持人员工资1200元，共12个月x1500元=14400元，完成目标于17年4月上账给予客户，公司谢谢公司支持!  |
|   关  键  字 |  |
|   客        户  | 1040105-深圳市美味思食品有限公司(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  | 75  |   客户签订合同费用  | 10%+2%  |
|   超市名称及面积  | 8000  |   类别  | 果冻  |
|   超市预估月销量  | 5000  |
|   超市费用明细及总计  | 23%  |
|   支持人数  | 1.0  |   支持费用  | 14400.0  |
|   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 14:03:29 杨伟明：不同意2016-05-17 07:59:06 杨伟明：同意2016-05-17 09:52:43 张云芝：1、15年度果冻签订目标为135万，休闲食品签订目标0万，月返：AB类10%，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0.01%,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81.86万，月均销量为6.82万，客户截止目前今年完成销量5万，费用率8.7%，其中费用占比较高的为广告品费用，占比5%；2016-05-18 13:52:37 翟仕华：同意 |

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| **填单:**叶连花                                       **填单时间:**2016-04-27  |  |  |  |  |  |  |

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窗体底端 |

窗体底端

窗体顶端



窗体底端