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| 窗体顶端   |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | |  |  |  | | --- | --- | --- | |  |  | **单据编号:**FL0042201502246  **单据类型：**签呈(FL0042) | | **签呈** | | | | **申请部门:**1348-来一口公司/销售部/外部市场/于明晓 | **申请人：**于明晓                         **申请日期：**2016-01-04 |  | | | | | | 主       题 | 肥城泰山新合作采购客情费申请 | | | | 详细说明 | 肥城泰山新合作为超市直营客户，合作多年一直销售良好，从今年7月份马大姐果冻（北京总部下达进场命令）进场对我司产品销售造成一定影响，现原采购陈衍超调岗去下面门店当店长挂职锻炼（据收到内部消息锻炼完毕回来可能升任采购总监时间未定），现由阴经理（南京糖酒会曾到公司参观）主抓厂家直营业务，目前备货及合作中出现阻力，不如前期顺畅。经与原采购陈衍超沟通为保证共同利益且适逢春节，决定拿出部分客情费用用于疏通关系，保证我司产品在该系统能运转顺畅经请示领导决定如下：建议支持客情费5000元。给新采购经理阴燕客情费3000元，相应主管李鹏1000元，张苓每人1000元。这个费用平分，公司提供2500元，原采购陈经理提供2500元（从他每箱多加的3元的提成中预提（文件号20120363），现客户账上有现金6万元，春节已沟通备货1185件\*3元=3555元），我司出现金2500元。由于初次操作阴燕为人比较小心谨慎性格多疑，近期多次要她的卡号均不给予提供，现决定以现金形式进行支付，请公司将5000元现金打入本人工资卡内或者主任翟立飞的工资卡内，然后见面给予阴燕及李鹏，张苓。敬请领导批示！ | | | | 关  键  字 |  | | | | 客        户 | 1220062-肥城泰山新合作（原泰山新合作商贸（泰安人民商厦））(2000-南京销售组织/240-华东/1200-山东区/1220-山东小组) | | | | 经办人 |  | 跟进部门或事项 | 财务部 | | 签呈内容 | 肥城泰山新合作为超市直营客户，合作多年一直销售良好，从今年7月份马大姐果冻（北京总部下达进场命令）进场对我司产品销售造成一定影响，现原采购陈衍超调岗去下面门店当店长挂职锻炼（据收到内部消息锻炼完毕回来可能升任采购总监时间未定），现由阴经理（南京糖酒会曾到公司参观）主抓厂家直营业务，目前备货及合作中出现阻力，不如前期顺畅。经与原采购陈衍超沟通为保证共同利益且适逢春节，决定拿出部分客情费用用于疏通关系，保证我司产品在该系统能运转顺畅经请示领导决定如下：建议支持客情费5000元。给新采购经理阴燕客情费3000元，相应主管李鹏1000元，张苓每人1000元。这个费用平分，公司提供2500元，原采购陈经理提供2500元（从他每箱多加的3元的提成中预提（文件号20120363），现客户账上有现金6万元，春节已沟通备货1185件\*3元=3555元），我司出现金2500元。由于初次操作阴燕为人比较小心谨慎性格多疑，近期多次要她的卡号均不给予提供，现决定以现金形式进行支付，请公司将5000元现金打入本人工资卡内或者主任翟立飞的工资卡内，然后见面给予阴燕及李鹏，张苓。敬请领导批示！ | | | | 签呈原因 | 肥城泰山新合作为超市直营客户，合作多年一直销售良好，从今年7月份马大姐果冻（北京总部下达进场命令）进场对我司产品销售造成一定影响，现原采购陈衍超调岗去下面门店当店长挂职锻炼（据收到内部消息锻炼完毕回来可能升任采购总监时间未定），现由阴经理（南京糖酒会曾到公司参观）主抓厂家直营业务，目前备货及合作中出现阻力，不如前期顺畅。经与原采购陈衍超沟通为保证共同利益且适逢春节，决定拿出部分客情费用用于疏通关系，保证我司产品在该系统能运转顺畅经请示领导决定如下：建议支持客情费5000元。给新采购经理阴燕客情费3000元，相应主管李鹏1000元，张苓每人1000元。这个费用平分，公司提供2500元，原采购陈经理提供2500元（从他每箱多加的3元的提成中预提（文件号20120363），现客户账上有现金6万元，春节已沟通备货1185件\*3元=3555元），我司出现金2500元。由于初次操作阴燕为人比较小心谨慎性格多疑，近期多次要她的卡号均不给予提供，现决定以现金形式进行支付，请公司将5000元现金打入本人工资卡内或者主任翟立飞的工资卡内，然后见面给予阴燕及李鹏，张苓。敬请领导批示！ | | | | 涉及金额 | 5000.0 | 类别 | 果冻 | | 费用类别 | 招待费用（客情费用） | | | | 附件: http://121.12.161.252/images/pic/news/fj.gif[山东-20120363 肥城泰山新合作采购提成申请-20120313](http://121.12.161.252/common/upload/download.jsp?displayFileName=山东-20120363%20肥城泰山新合作采购提成申请-20120313&PATH=workflow/FL0042/山东-20120363%20肥城泰山新合作采购提成申请-20120313_20160485927208.jpg)  http://121.12.161.252/images/pic/news/fj.gif[肥城新合作果冻新品提成批复件-20150108](http://121.12.161.252/common/upload/download.jsp?displayFileName=肥城新合作果冻新品提成批复件-20150108&PATH=workflow/FL0042/肥城新合作果冻新品提成批复件-20150108_20160485944556.doc)  http://121.12.161.252/images/pic/news/fj.gif[于明晓工行工资卡号](http://121.12.161.252/common/upload/download.jsp?displayFileName=于明晓工行工资卡号&PATH=workflow/FL0042/于明晓工行工资卡号_2016049029671.jpg) | | | | | 审批记录: 2016-01-04 21:00:40 于明晓：发送人与接收人岗位相同，自动跳过！ 2016-01-04 21:00:40 于明晓：发送人与接收人岗位相同，自动跳过！ 2016-01-05 09:22:26 庞津：该客户今年销量27.2万，现申请公司出2500元，预提原采购陈经理提成2500元，共5000元，给新采购经理阴燕客情费3000元，相应主管李鹏1000元，张苓1000元，请领导批示！ 2016-01-05 10:53:26 翟仕华：同意。 2016-01-05 13:42:33 朱志伟：同意客情申请，款项打入主任翟立飞的工资卡内，要求于明晓经理与主任一起送交，以示证明。 2016-01-11 08:48:30 覃晓：已跟进 | | | |   **填单:**于明晓                                       **填单时间:**2016-01-04 | |   窗体底端 |