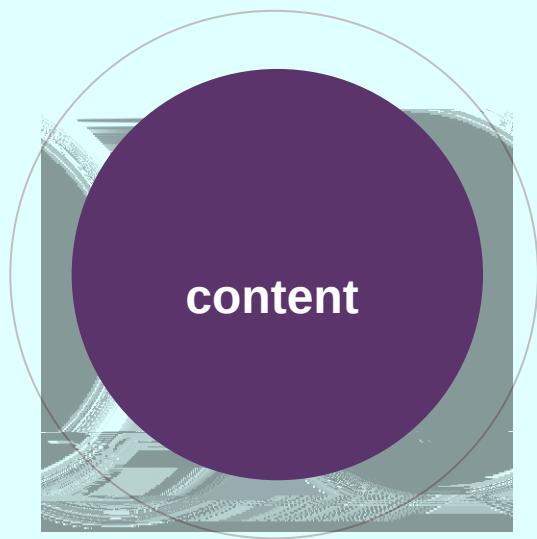


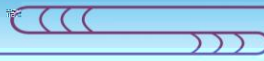
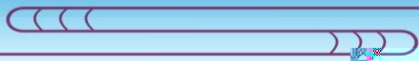






01
part





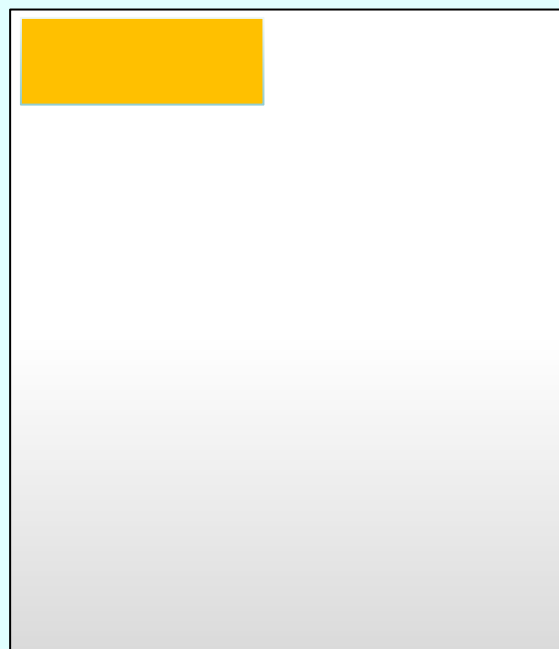
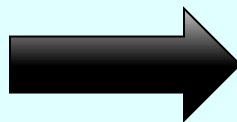
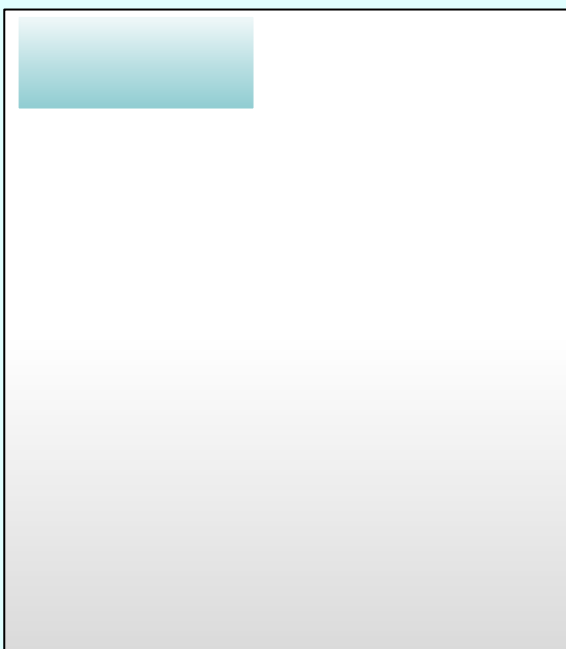
“

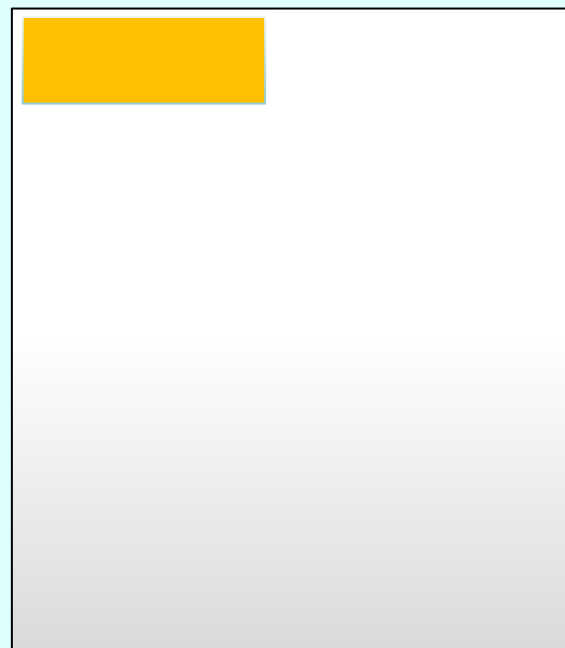
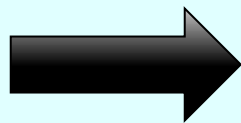
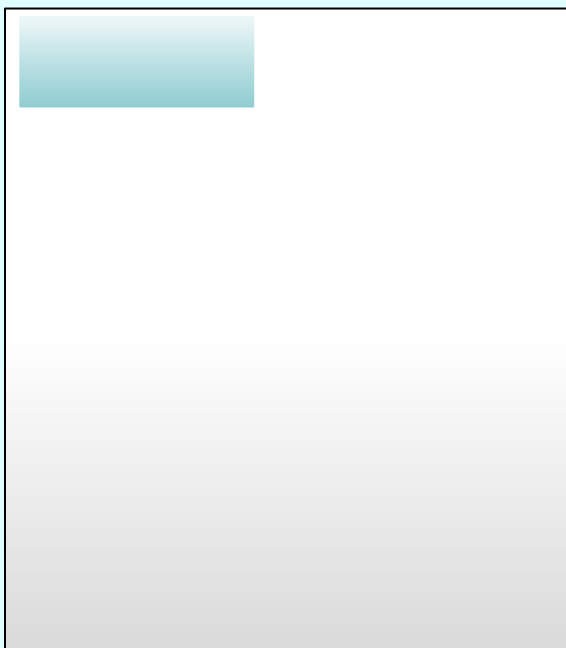
”

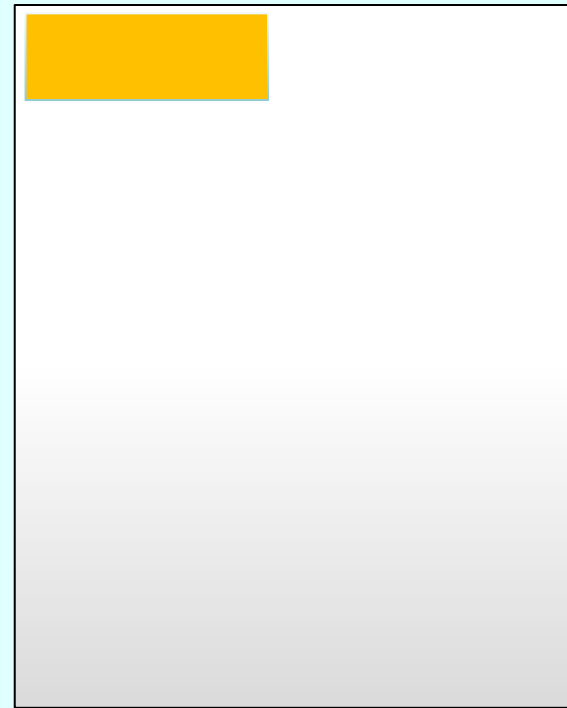
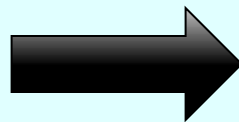
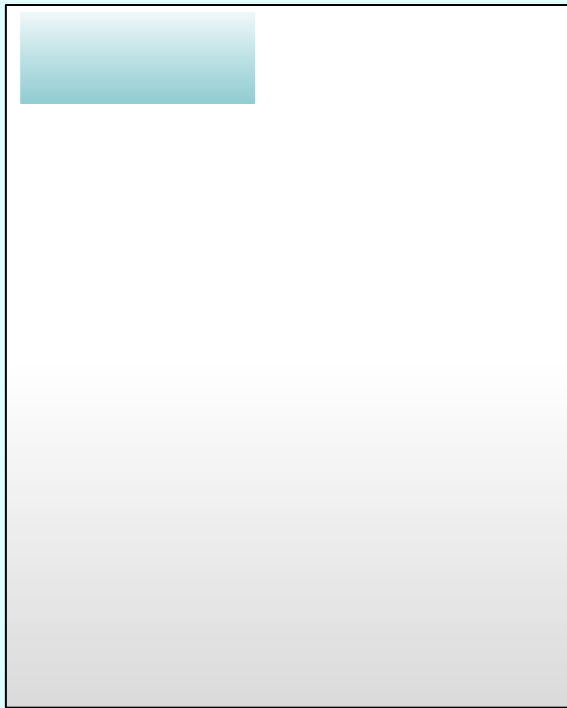
——



02
part

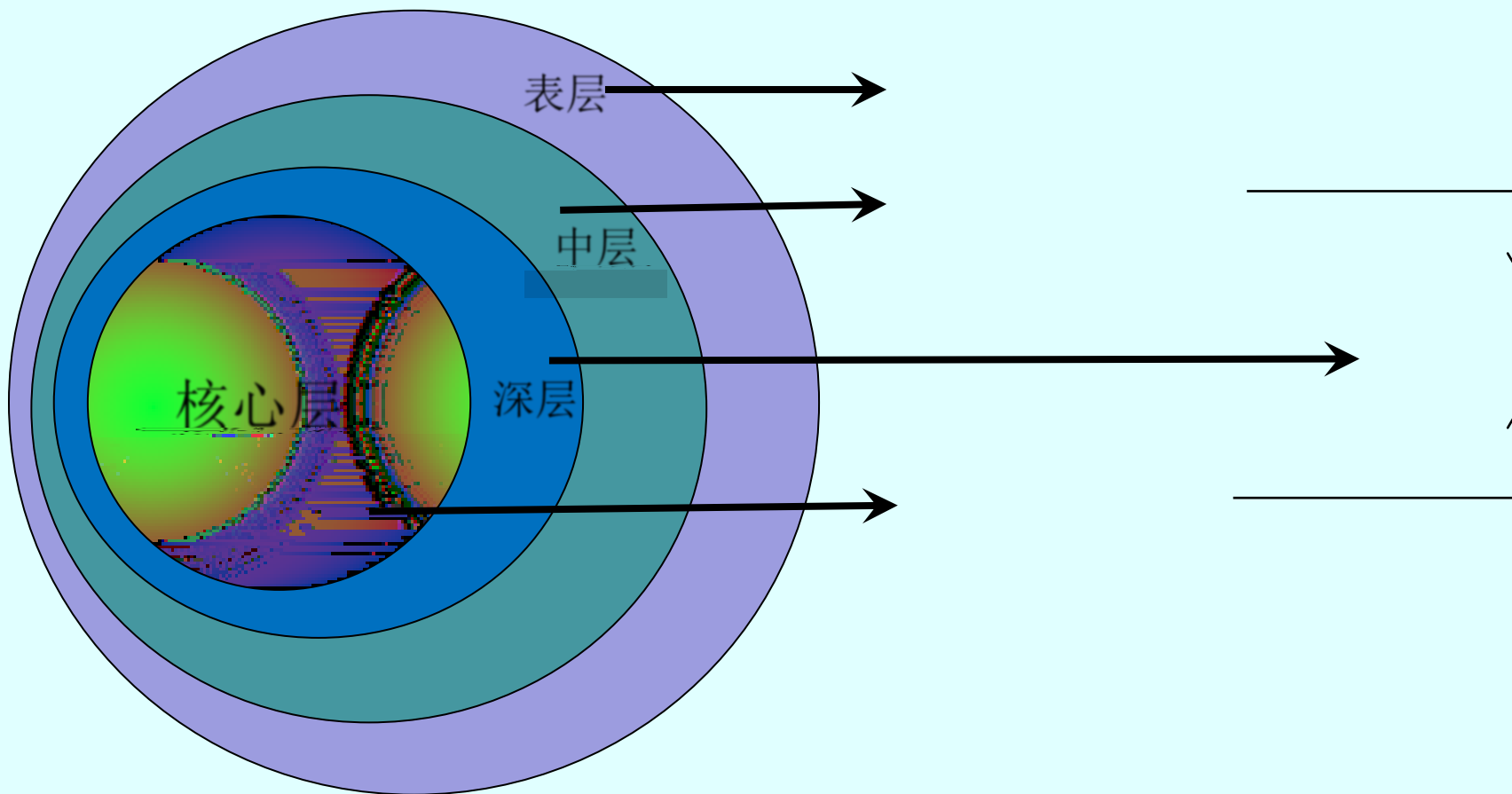


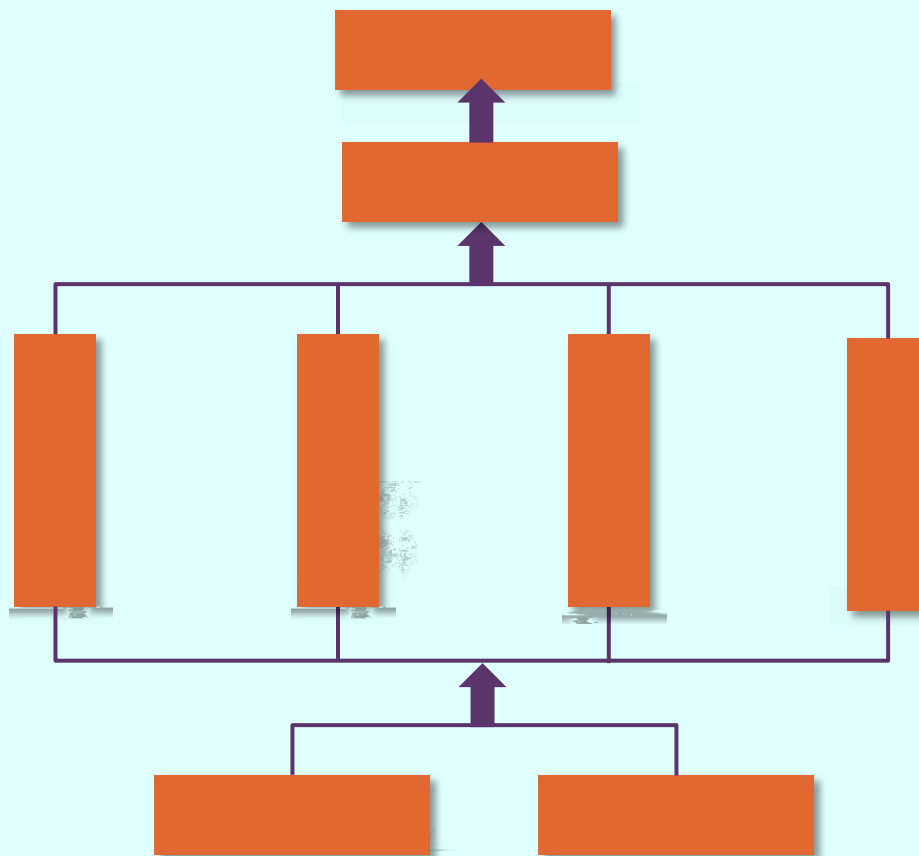






03
part

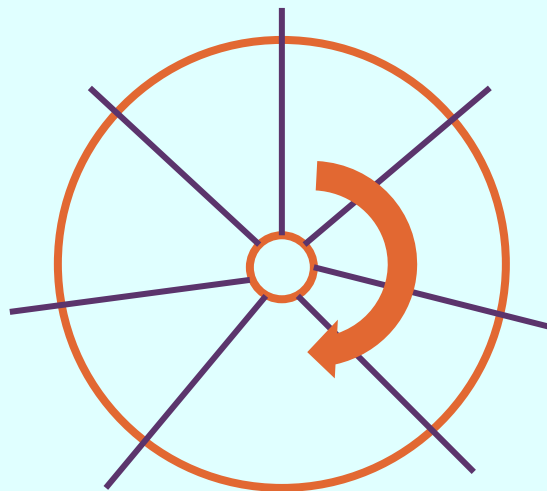




--

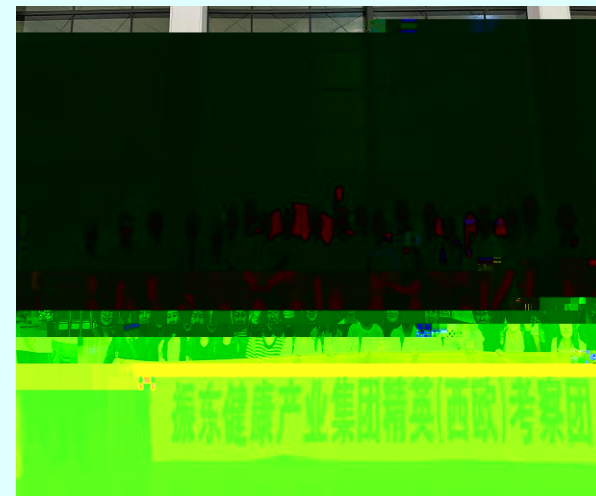
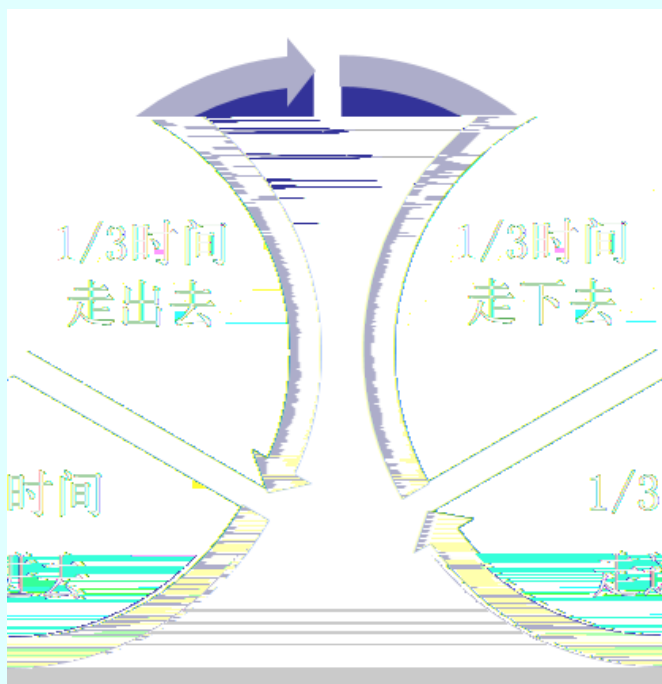


--



1

“ ”



1

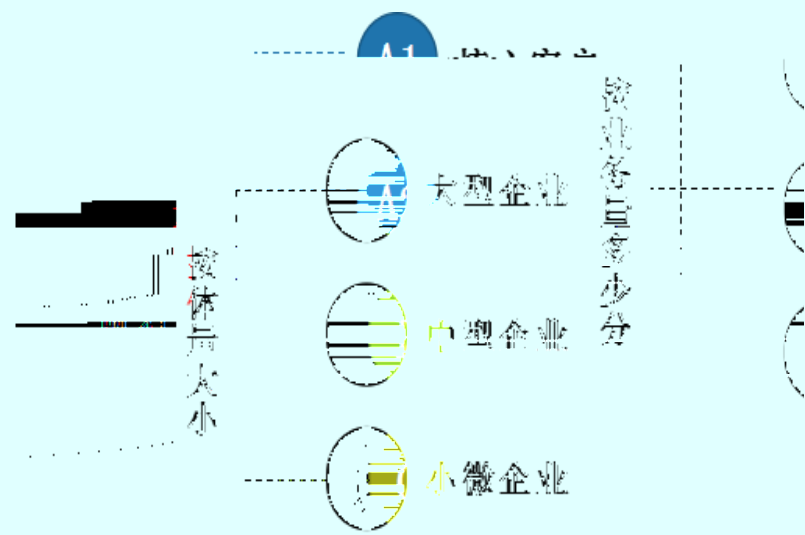
“ ”



核心客户

潜力客户

可挖掘客户



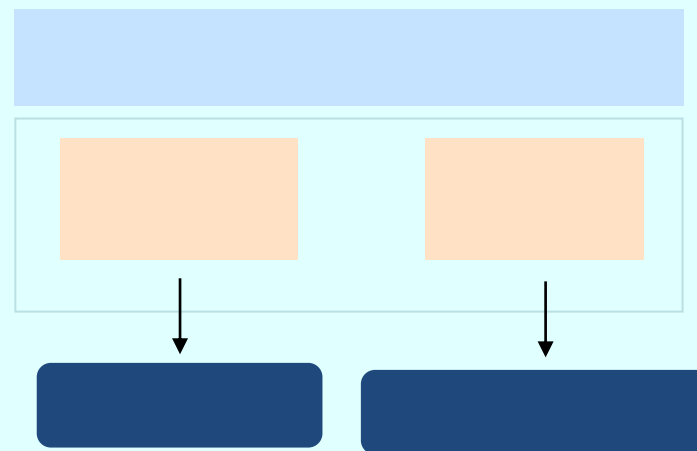
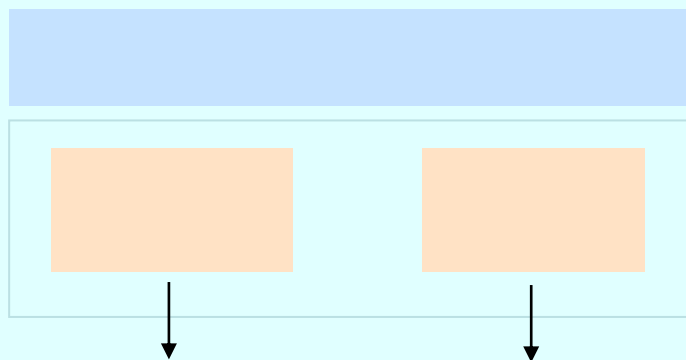
体量分123，可灵活运用

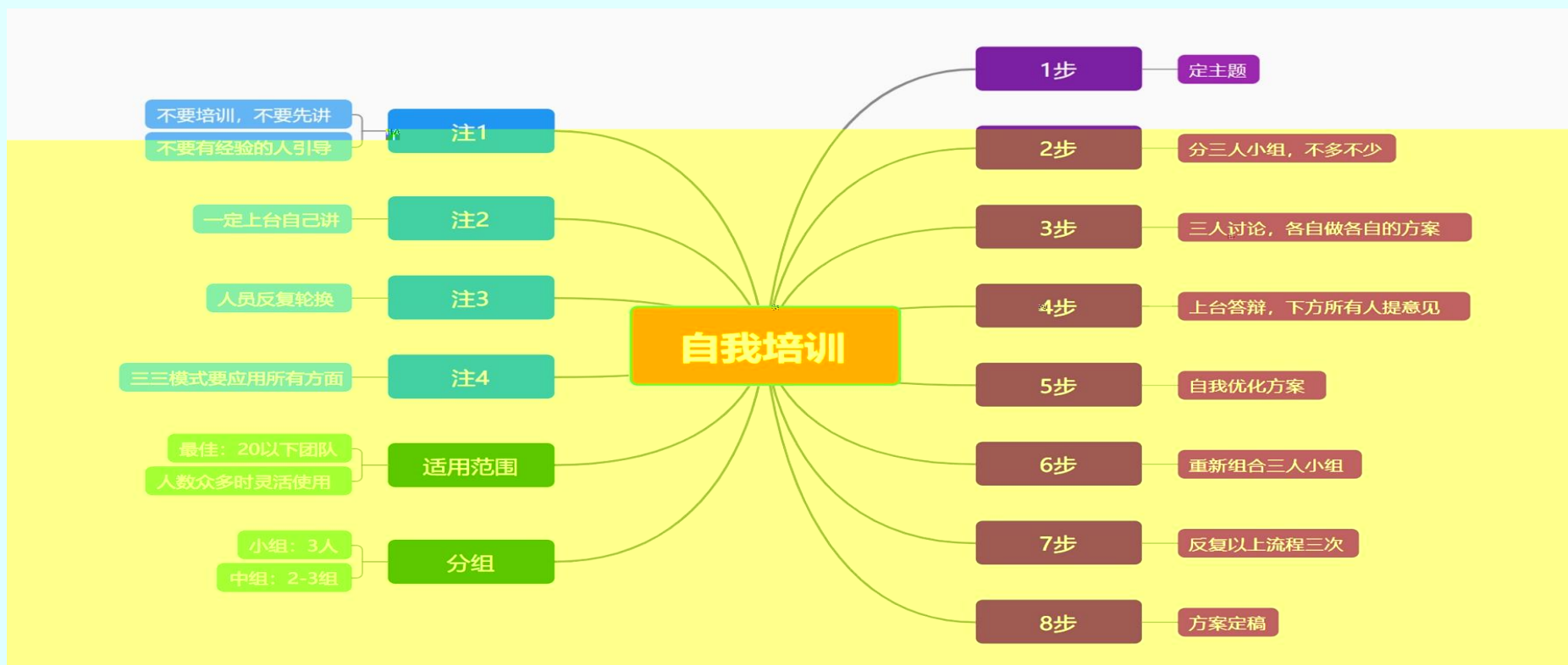
【注】也可以按业务量分ABC，按

1

+ + +







2

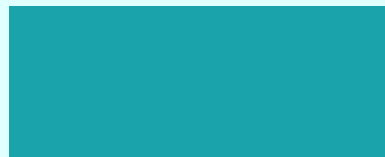
01



03



05



02



04

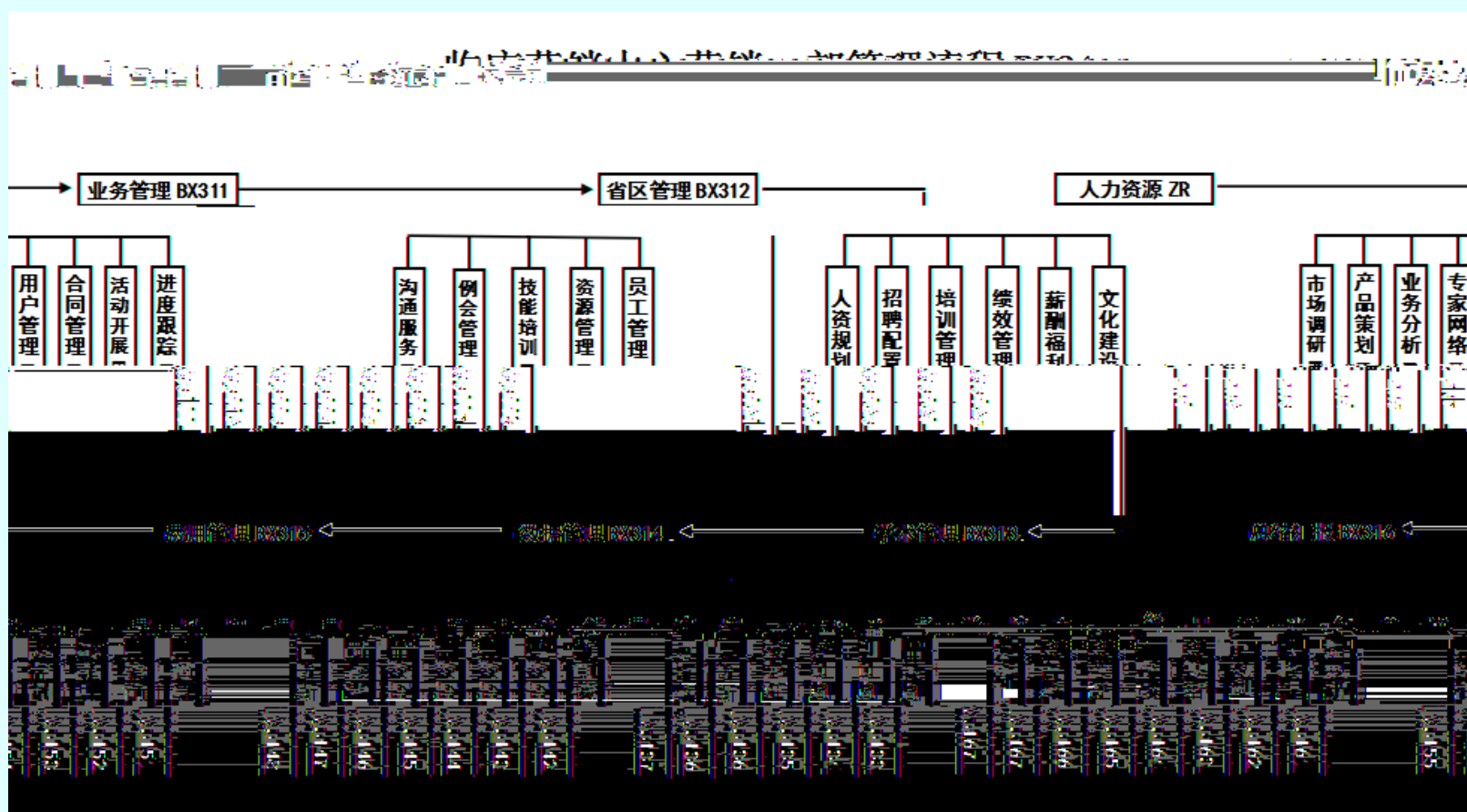


06



3

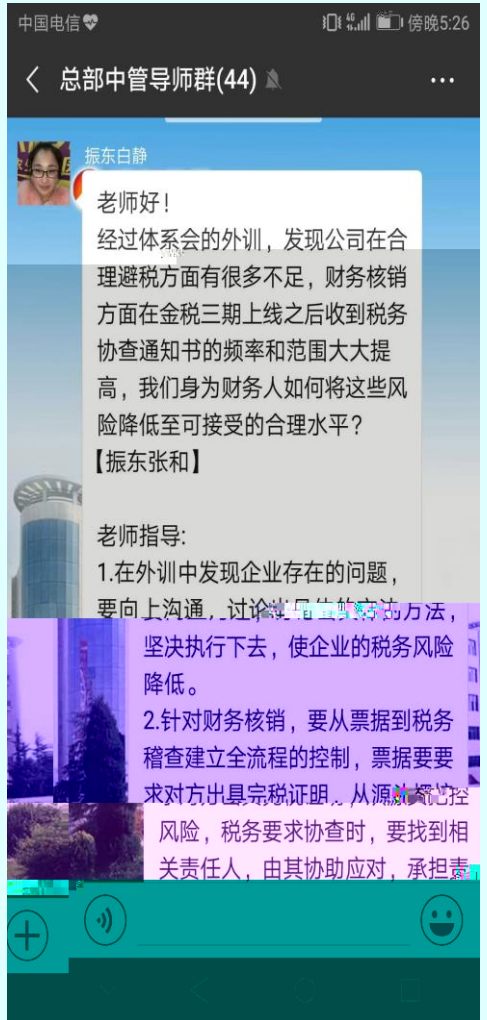
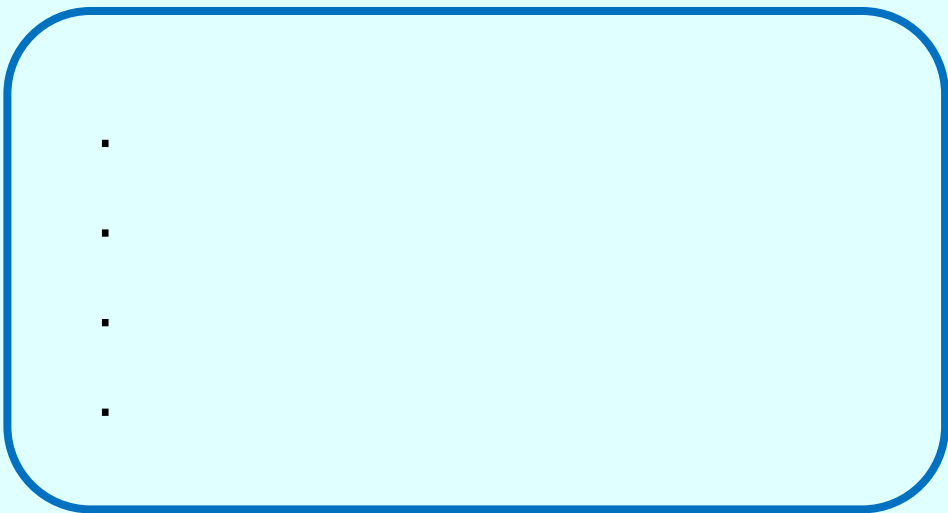
3



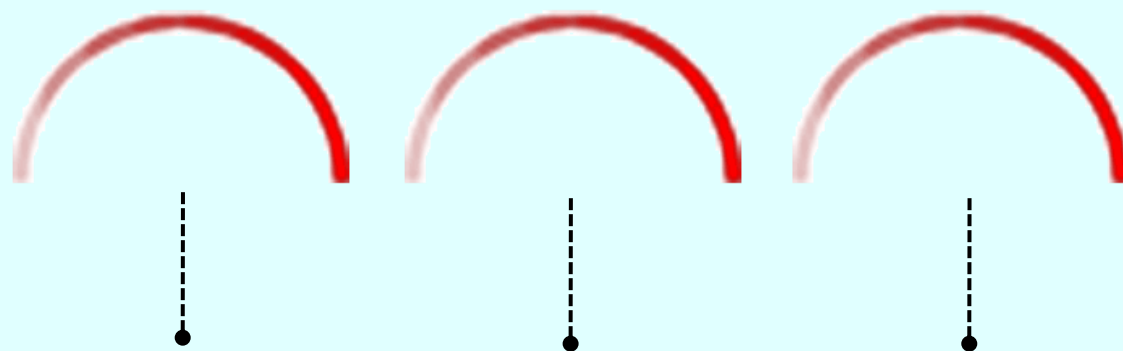
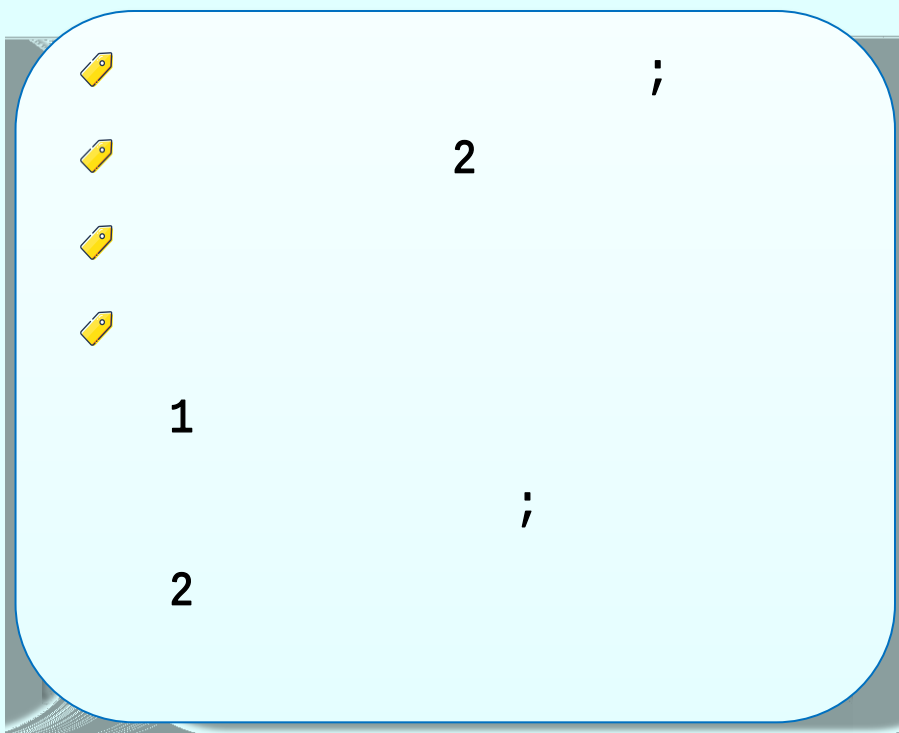


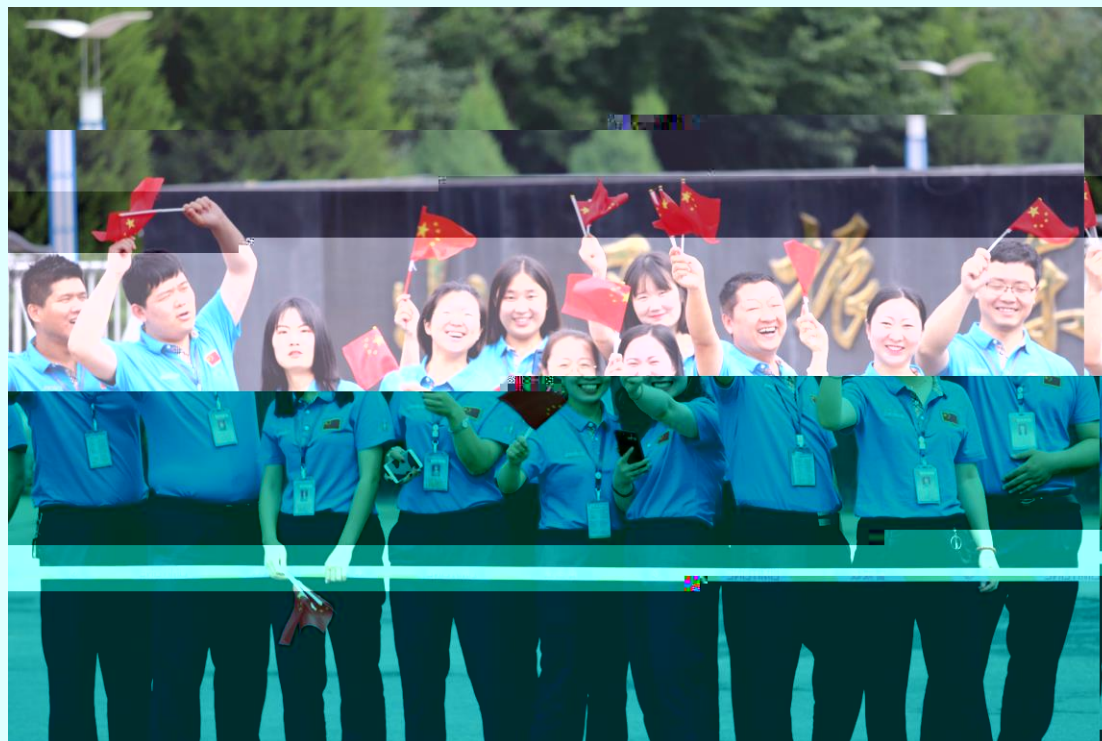
6

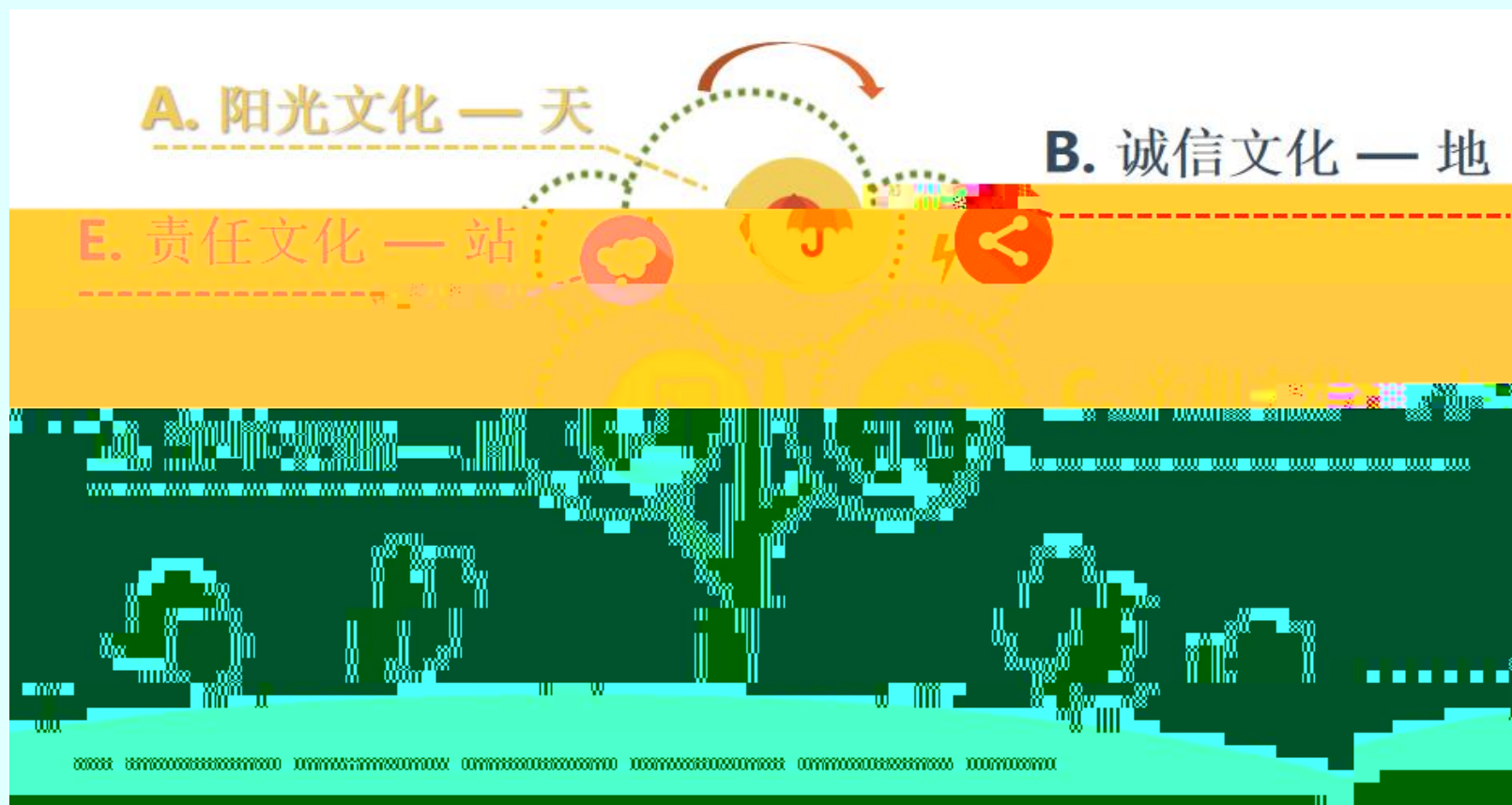




6









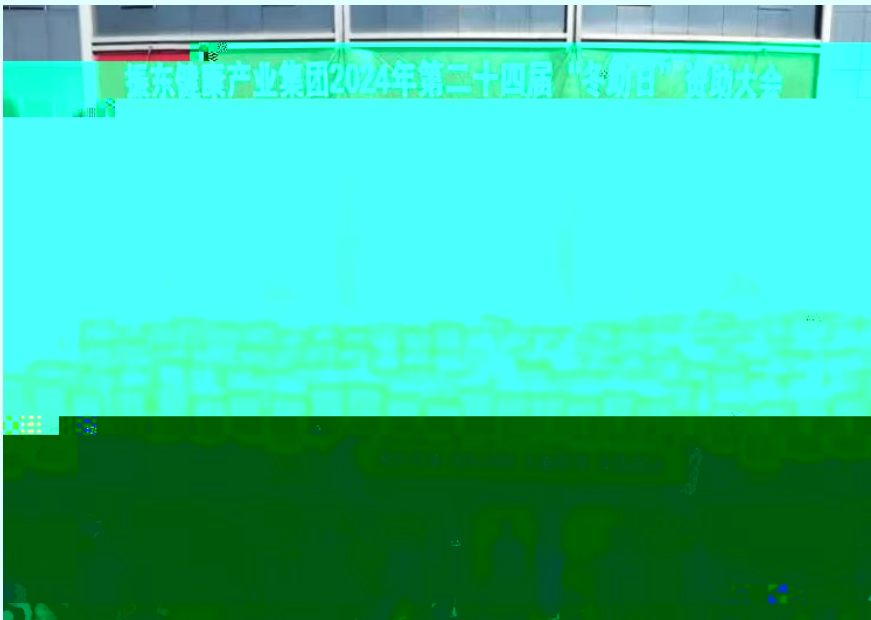
“ ”



“ ”

“ ”

7



“ ”

“ ”

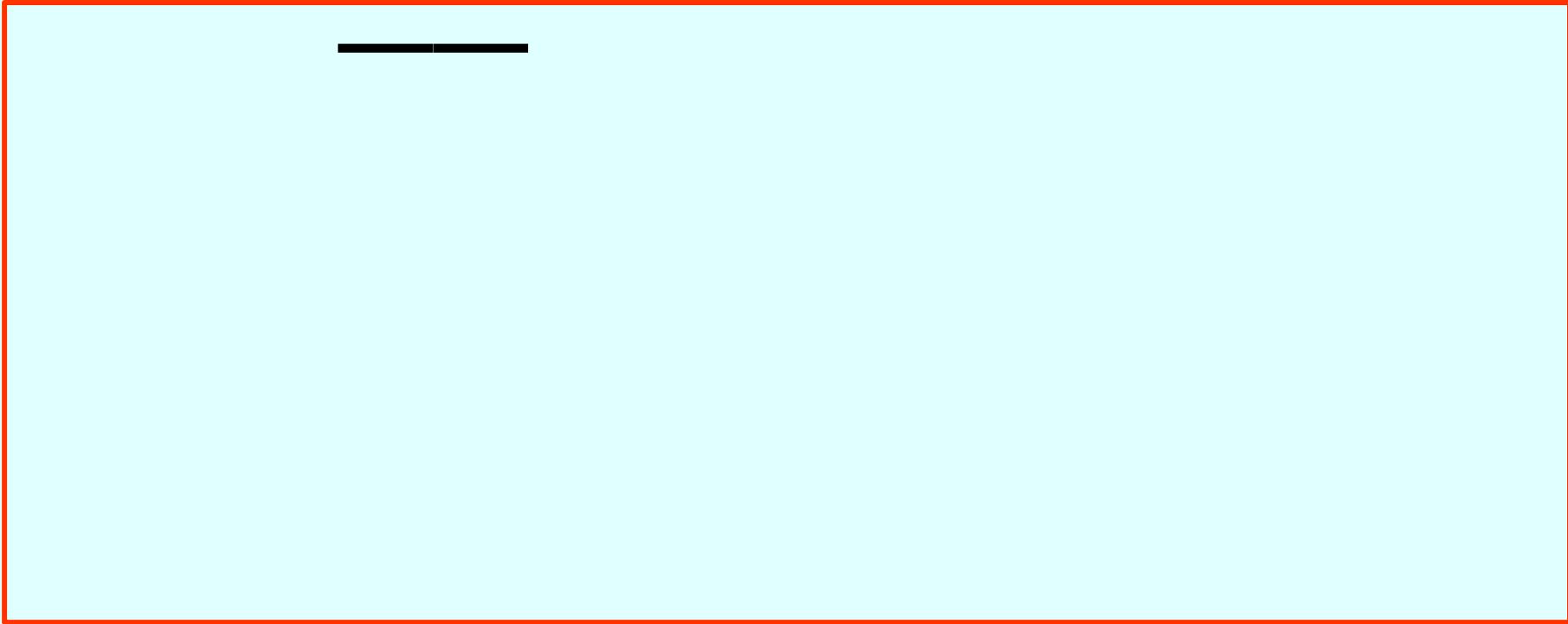
24

2006 5

7000

“

”



04
part

■ ■ ■ ■

1

A

B

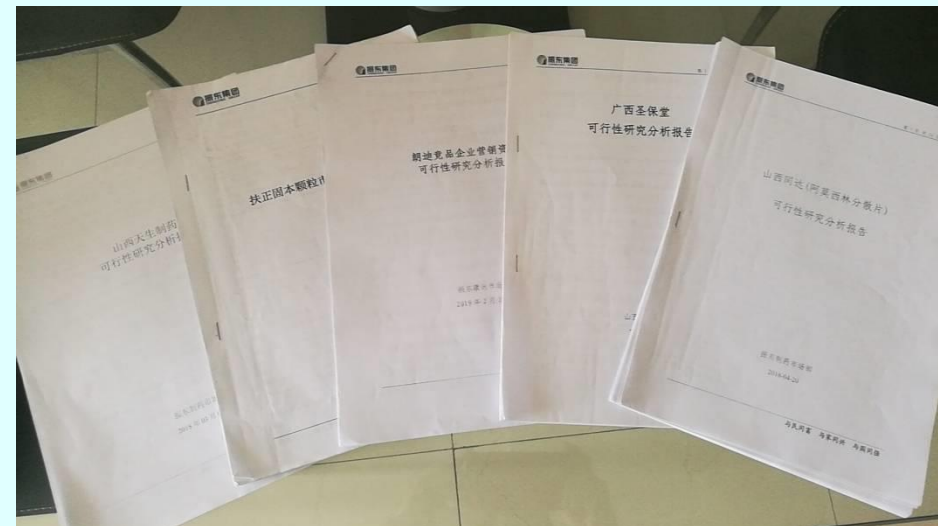
C

D

E

F

G



2

A

B

C

D

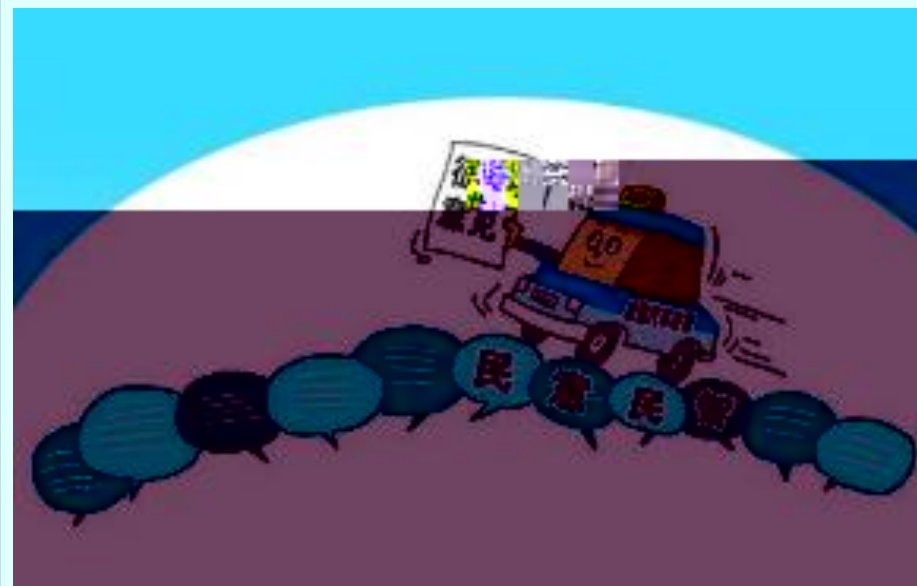
E

F

G

H

,





1. _____

2. _____

3. _____

4. _____

5. _____



1

—

—

2

—



—

3

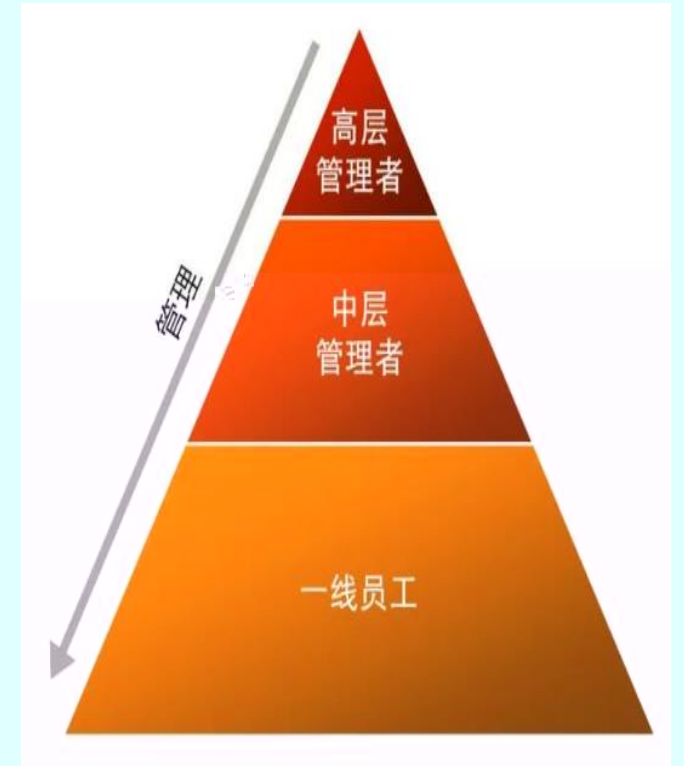
—



—

4

“ ” “ ”
“ ” “ ”
“ ” “ ”



5





1

————

1-3

1



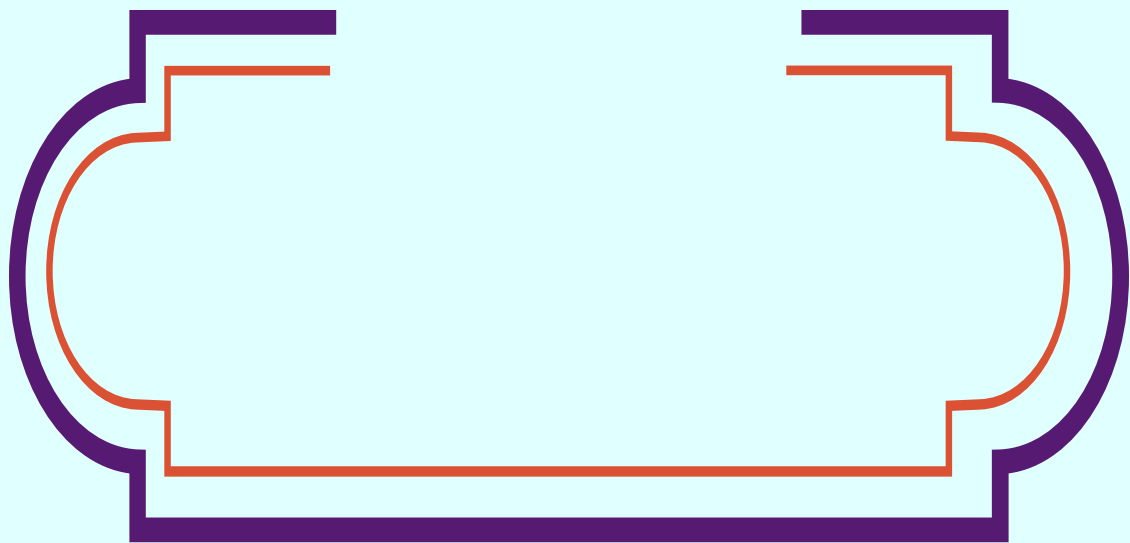
, , , ,

2

—

3-5

2

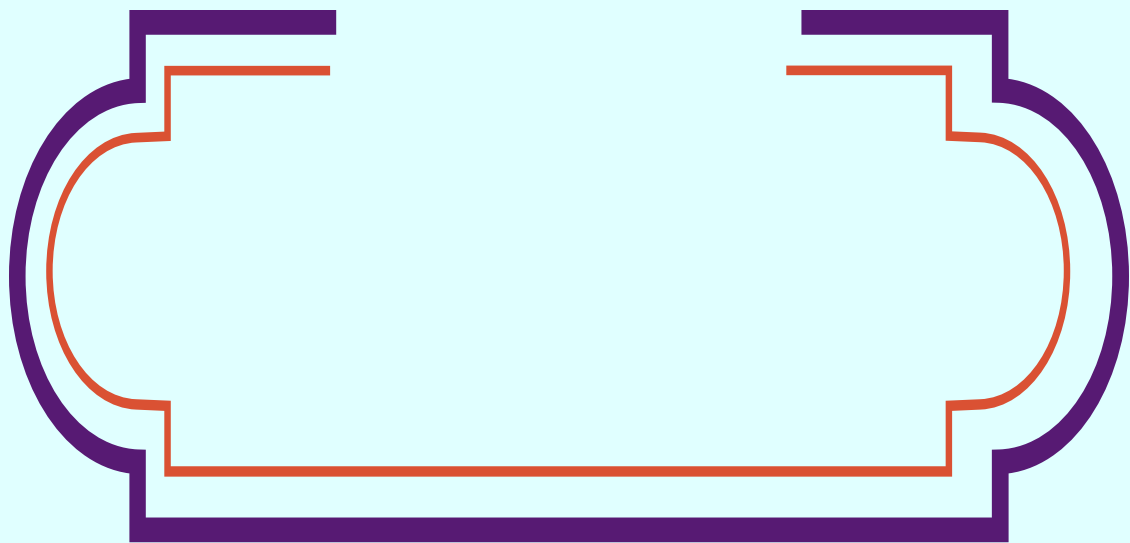


3

————

5-10

3

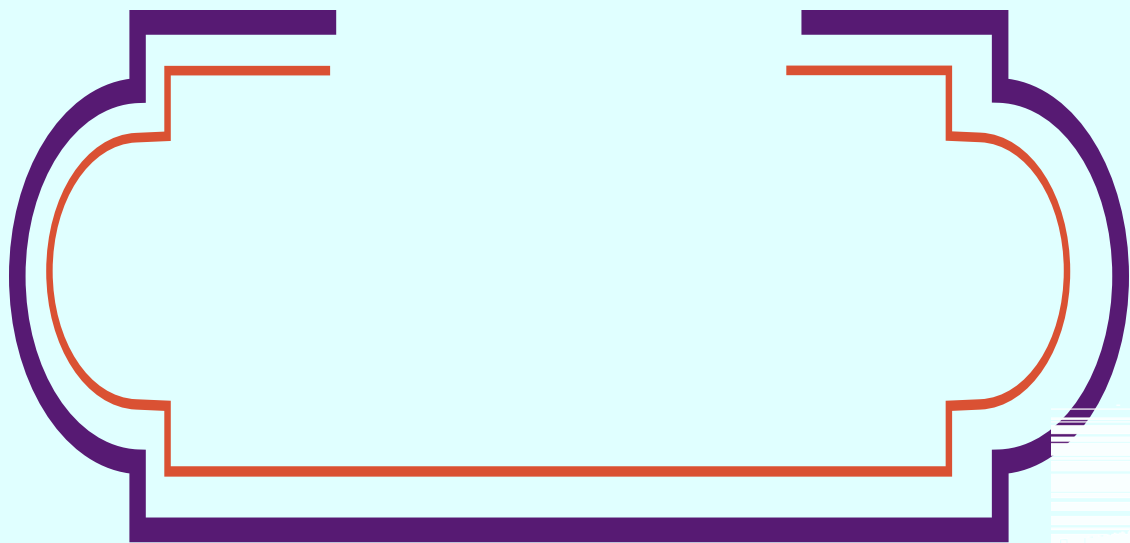


4

————

10-15

4

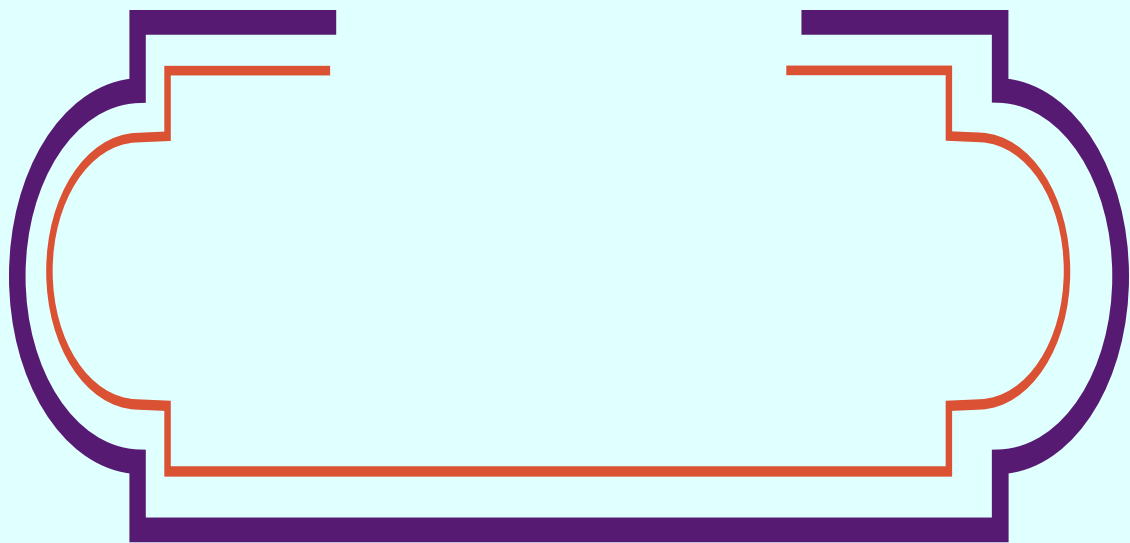


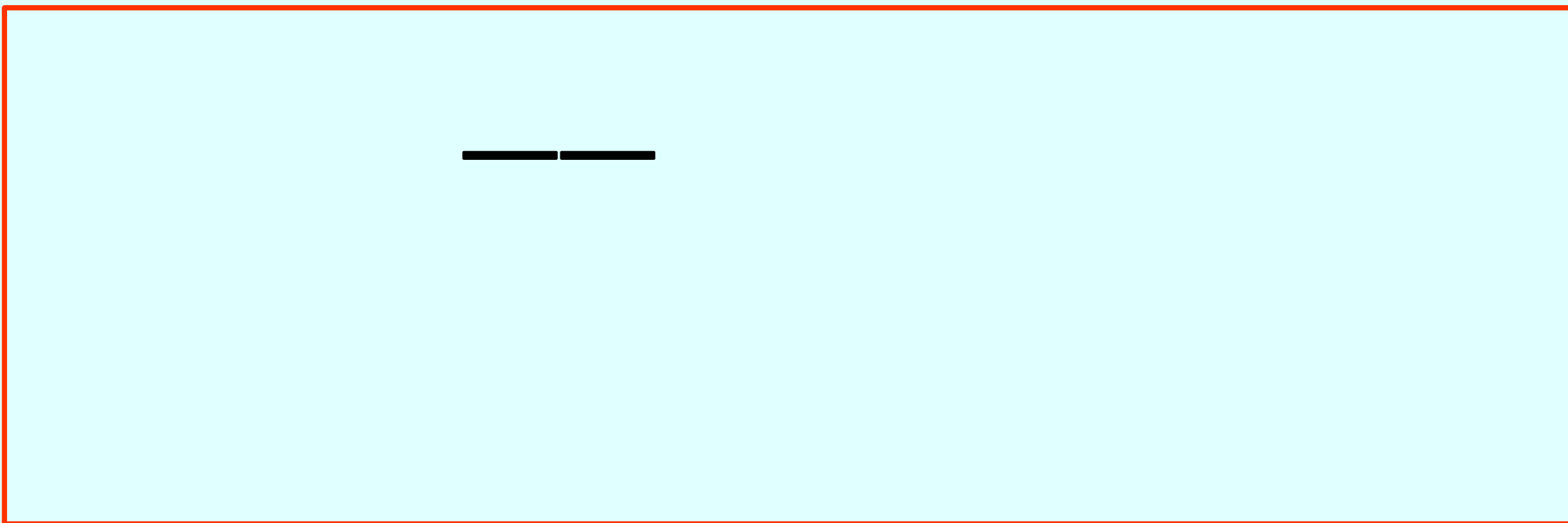
5

—

20

5





05
part

A

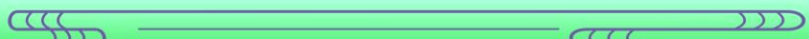
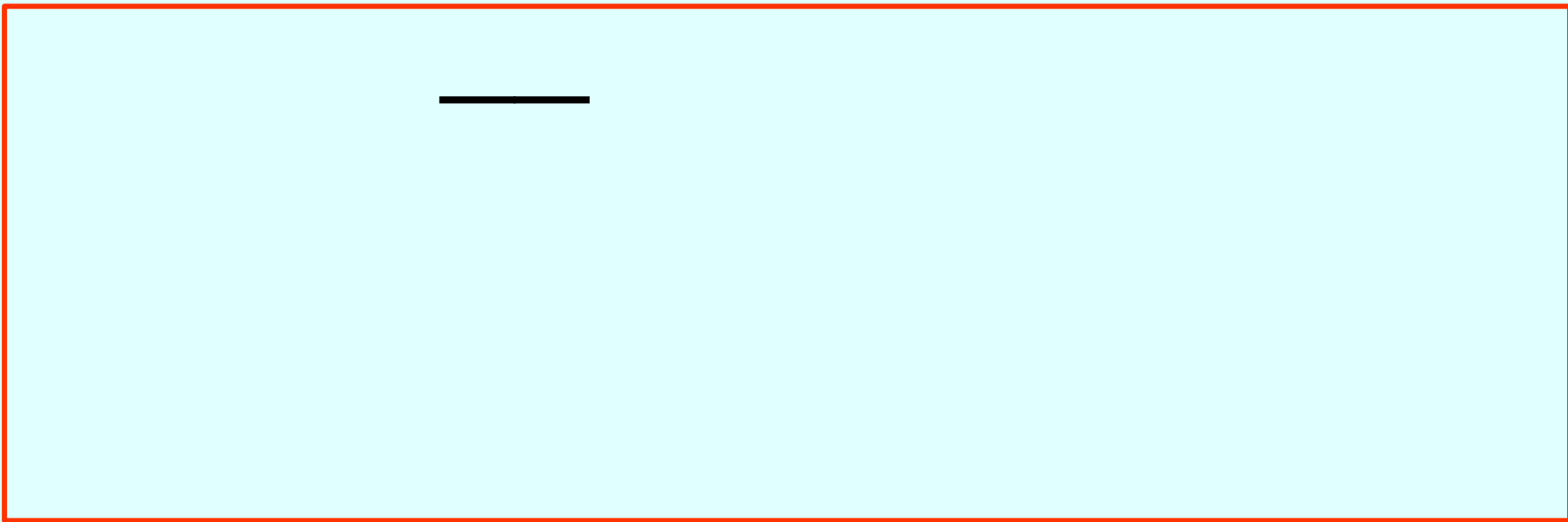
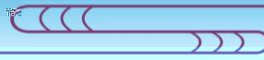
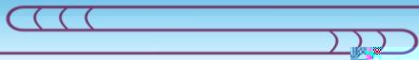
B

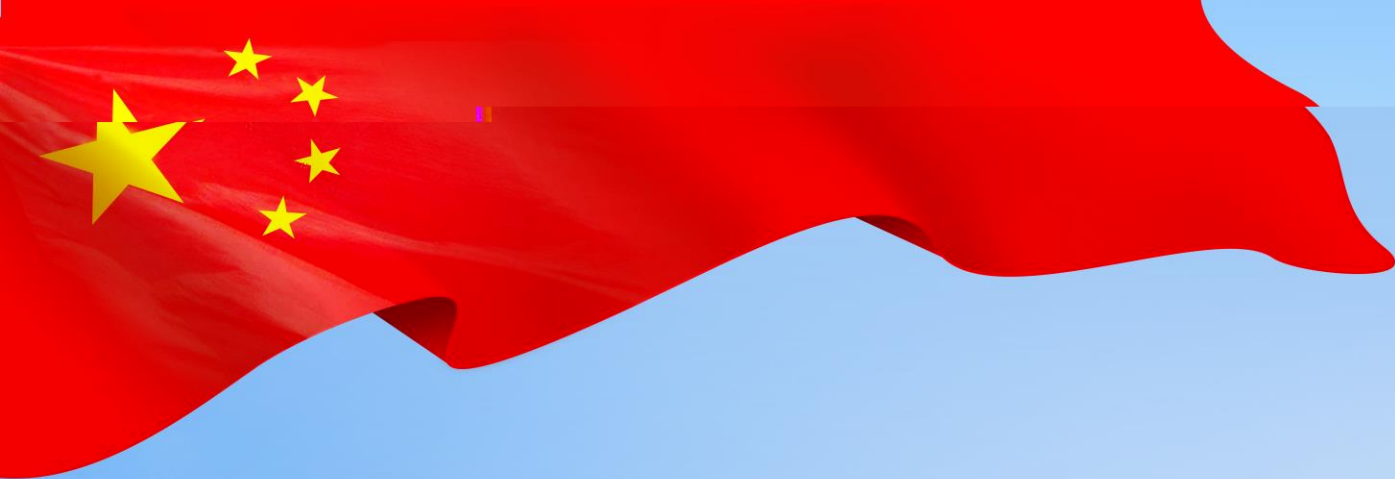
C

D

E







企业家爱国 就是做好产品

为中国人设计 让中国人健康

中国药业的未来 也是民族的未来

