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| 客戶管理表 |

單位：新台幣仟元 營業員： 月份： 年 月

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| 客  戶  編  號 | 客 戶 名 稱 | 賒　　　　　　　貨　　　　　　　款 | | | | | | | | | 應　　收　　票　　據 | | | | 銷  售  債  權  餘  額 | 賒 銷 債 權 分 析 | | | |
| 積  存  額 | 當 月 銷 售 額 | | | 收　　　　　　款 | | | | 本月  餘額 | 前月  餘額 | 當月  發生 | 當月  兌現 | 當月  餘額 | 授信債權餘額 | 授信限度差異 | 回取率 | 資金化比 率 |
| 銷售額 | 退 貨 | 銷售  淨額 | 現 金 | 應收  票據 | 折 扣 | 合 計 |
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