# 最新汽车销售代理合同(6篇)

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*汽车销售代理合同一乙方：甲、乙双方本着平等互利、真诚合作的原则，经友好协商，就\_\_\_\_\_\_\_\_全系列产品委托销售代理的有关事宜，达成如下协议，双方共同遵守：1、甲方同意授权乙方为\_\_\_\_\_\_\_\_全系列产品在深圳市地区的代理商，并负责该产品在...*

**汽车销售代理合同一**

乙方：

甲、乙双方本着平等互利、真诚合作的原则，经友好协商，就\_\_\_\_\_\_\_\_全系列产品委托销售代理的有关事宜，达成如下协议，双方共同遵守：

1、甲方同意授权乙方为\_\_\_\_\_\_\_\_全系列产品在深圳市地区的代理商，并负责该产品在上述地区范围内的一级代理商。甲方提供的车辆，在乙方付清全款前，产权归甲方所有，乙方对车辆安全负责。

2、乙方不得在未经授权的情况下，以任何形式跨区域经销甲方产品，否则，除乙方应赔偿所有损失外，甲方有权单方终止合同。

本合约有效期：自签订该合同之日起计，即\_\_\_\_\_\_\_\_年\_\_\_\_\_\_\_\_月\_\_\_\_\_\_\_\_日至\_\_\_\_\_\_\_\_年\_\_\_\_\_\_\_\_月\_\_\_\_\_\_\_\_日，双方到期需续约，必须提前十五天以书面形式通知对方。

1、乙方在深圳市必须设有能够可以展示\_\_\_\_\_\_\_\_全系列产品的展厅，以便利于产品的显示及宣传，费用乙方自付。

2、乙方首批订车为\_\_\_\_\_\_\_\_两辆（单价为：\_\_\_\_\_\_\_\_万元）六辆（单价为：\_\_\_\_\_\_\_\_万元），乙方需在申请领取车辆合格证前付清全款，汇款打入甲方指定账户。

后续车辆订单，乙方需严格执行订车合同的规定，及时向甲方支付相应款项。

3、甲方指定车辆出售价格，\_\_\_\_\_\_\_\_系列可在该车订车合同中规定的价格上增加最多二十万元；\_\_\_\_\_\_\_\_系列可在订车合同中规定的价格上增加最多八万元。如甲方对销售价格和范围有变动，须提前五日以书面形式通知乙方。乙方可以根据市场情况自行制定对外销售价格并书面通知甲方，甲方如对销售价格有异议，必须在接到乙方书面通知后五日内，向乙方提出书面回复，否则视为认同。

4、乙方承诺每月最低\_\_\_\_\_\_\_\_辆车的销售任务，并保证\_\_\_\_\_\_\_\_辆以上的库存。如连续三个月不能完成销售任务，甲方有权解除合同。

5、甲方\_\_\_\_\_\_\_\_系列产品在进入乙方深圳\_\_\_\_\_\_\_\_展厅后乙方付清车辆全款前，车辆产权归甲方所有，除售出及甲方调货外不得离开展厅：不得试乘、试驾；不得对产品行使出租、出借、抵押等行为，乙方对车辆整车、外观、装饰等安全负全部责任。

6、乙方如需补货应提前15天书面通知甲方，双方须就该批次车辆另行签订订车合同。不允许乙方私自从其他经销商处调车或向其他经销商调车，如出现特殊情况，乙方需及时以书面形式通知甲方，并由甲方负责调配车辆。调车时，应出具盖有公章的提、调单，并登记该车的底盘号、发动机号、经办人签字。

7、甲方在乙方派驻商务代表，负责协调日常销售、售后服务工作。乙方须无偿为甲方商务代表提供食宿和办公场所，必须全力支持甲方商务代表在当地开展工作。甲方商务代表不得以任何形式向乙方借款。甲方商务代表提出的任何与双方协议内容无关要求，乙方均有权拒绝，否则视为乙方和商务代表之间的私人行为，甲方不承担任何责任。

1、甲方签署并履行本合同不得违反中华人民共和国有关法律规定，并具有完全履行本合同的能力的信用。

2、甲方承诺可以取得本项目合法销售之相应证明文件。

3、甲方允许乙方为该代理产品做宣传，但要明确表明其为甲方的销售代理，并需取得甲方认可。乙方的宣传内容不得出现任何侵犯第三方知识产权的项目，如因此出现纠纷，乙方对其行为负全部责任，甲方无责任。

1、乙方需配合甲方驻地商务代表，积极处理车辆售后服务工作，进行市场调研，并根据实际情况及时调整销售策略。双方需对调整后的商务政策签订补充协议。

2、乙方需按甲乙双方确定销售条件（售价、付款方式及本合同条款等）进行销售，否则，因乙方工作失误造成的争议和损失由乙方承担责任。

3、乙方应将甲方的相关资料视为商业秘密不得对外泄露。

4、乙方处人员的招聘、培训、工资、奖金等均由乙方承担。

5、乙方在销售该系列产品时，要严格执行甲方的相关规定。

6、乙方应努力维护和树立甲方所提供的产品形象，积极与甲方合作做好渠道维护及各种售后服务、客户投诉，及时向甲方反馈各种市场信息。

双方按签字认可的订车合同中的价格进行结算，乙方将购车客户的资料提供给甲方并将购车款打入甲方指定的账户后，甲方即将该车的产品合格证及发票出具给乙方。乙方在未收到客户购车款前不得将所购车辆交付，否则后果自负。

若由甲方送货，乙方承担费用，费用结算以实际发生为准，货到后乙方及时签字验收。

乙方自行提货，产生费用由乙方承担，货物风险自乙方提货人员验收车辆后转移。

1、甲方保证所提供的产品符合国家规定及标准，并向乙方提供有关证件（复印件）。

2、甲方货物售出，概不退换。车辆自身质量问题，乙方需告知购车客户到奔驰售后服务中心解决；甲方产品部分如出现质量问题，甲方负责解决。

3、质量问题而引起的客户投诉，乙方需及时有效解决，并书面告知甲方。如因乙方不能及时有效处理客户投诉或处理不当，产生的一切纠纷及后果由乙方承担。

1、乙方不得单方面修改、终止合同。

2、未经甲方书面准许，乙方不得跨出本合同规定的范围销售甲方产品，否则，因乙方的冲货现象而造成甲方或其他代理商的损害的，甲方将给予乙方处以冲货零售价2倍金额的罚款，罚金在15个工作日内由乙方交付给甲方，对情节严重的，甲方有权单方面即时终止本合同，一切责任由乙方自行承担。

3、乙方需在领取车辆合格证后7个工作日内向甲方提供客户资料并保证提供信息准确无误，不得以任何理由推辞和搪塞，否则视为违约。

4、乙方在收取购车客户的车定金及购车款前，需及时与甲方沟通，确定甲方能够提供购车客户所需车辆，否则引起的一切纠纷，均由乙方自行承担。

5、乙方不得无视法律，做出随意夸大、隐瞒或虚假承诺等行为，因此造成的一切后果及损失全部由乙方承担，乙方负责消除一切不良影响。

1、甲、乙双方若因本合同或与本合同相关问题发生争议时，双方应本着诚信态度，协商解决，解决不成时，双方同意于本合同签订地河北省高碑店市人民法院提请诉讼。

2、本合同的变更或附加条款，应以书面形式为准。

3、本合同未经甲方同意不得转让。

4、乙方在合同有效期内或合同终止后，不得泄露甲方的商业机密，也不得将该机密超越合同范围使用。

5、本协议所列的地址或电话为双方寄送文件或电话通知的依据，如有变更应书面通知对方并加盖公司公章，否则双方通信或通讯以本协所列为准。

1、在本合同期限内，双方的权利已履行完毕时，如无继续书面续签，本合同自动终止。

2、如因乙方不能履行合同约定相关内容，甲方有权单方面解除合同，乙方承担因此造成的车辆折旧及运输等费用。

3、合同终止后，双方需在15个工作日内结清账目上所有款项，甲方于15个工作日内取回所有甲方财产。乙方无权留置甲方财产，如乙方强行留置甲方车辆，乙方需赔偿甲方每车每天五千元的赔款。

4、本合同的订立、生效、解释及争议均适应中国法律，如发生双方意见不和最终未能达成谅解时，可再向河北省高碑店市人民法院提请诉讼。

5、本合同如有未尽事宜。双方另行签订补充合同，补充合同于本合同具有同等的法律效力。

本合同一式两份，双方各执壹份。自双方签字盖章后即时生效。

甲方：（盖章）乙方：（盖章）

单位地址：单位地址：

代表（签字）：代表（签字）：

电话：电话：

传真：电话：

开户行：开户行：

账号：帐号：

**汽车销售代理合同二**

甲方：\_\_\_\_\_\_\_\_\_乙方：\_\_\_\_\_\_\_\_\_

地址：\_\_\_\_\_\_\_\_\_ 地址：\_\_\_\_\_\_\_\_\_

邮编：\_\_\_\_\_\_\_\_\_邮编：\_\_\_\_\_\_\_\_\_

电话：\_\_\_\_\_\_\_\_\_电话：\_\_\_\_\_\_\_\_\_

传真：\_\_\_\_\_\_\_\_\_传真：\_\_\_\_\_\_\_\_\_

甲、乙双方本着平等互惠原则，经协商一致，就乙方代理甲方\_\_\_\_\_\_\_\_\_系列汽车事宜达成如下协议，以兹共同遵守：

第一条： 代理及授权范围

1．1 乙方代理销售甲方的系列汽车包括：\_\_\_\_\_\_\_\_\_

1．2 乙方的代理区域为\_\_\_\_\_\_\_\_\_地区。甲方授权乙方为以上\_\_\_\_\_\_\_\_\_个区域总经销的权限，全面负责\_\_\_\_\_\_\_\_\_个区域的销售和经销商管理。如因乙方串货行为造成甲方或者甲方的其他代理商经济损失的，甲方有权追索乙方的违约责任。双方约定每台车违约金为\_\_\_\_\_\_\_\_\_元，同时，甲方应明令禁止其他区域的授权经销商在上述\_\_\_\_\_\_\_\_\_个区域销售（该市场\_\_\_\_\_\_\_\_\_年\_\_\_\_\_\_\_\_\_月\_\_\_\_\_\_\_\_\_日以前的供货车辆除外），否则视同甲方违约。

1．3 乙方承诺每月向甲方的订货量不低于\_\_\_\_\_\_\_\_\_辆，乙方负责保证年销售量不低于\_\_\_\_\_\_\_\_\_辆（\_\_\_\_\_\_\_\_\_辆），否则甲方有权取消乙方代理资格。

1．4 乙方的总代理权期限为\_\_\_\_\_\_\_\_\_年（自\_\_\_\_\_\_\_\_\_年\_\_\_\_\_\_\_\_\_月\_\_\_\_\_\_\_\_\_日至\_\_\_\_\_\_\_\_\_年\_\_\_\_\_\_\_\_\_月\_\_\_\_\_\_\_\_\_日）

1．5 对于乙方代理的销售区域，乙方可以根据实际情况制订销售政策，原则上甲方不予干涉，但乙方对于自己以及下属经销商的经销行为负无限连带责任。

1．6 商标属于甲方所有的`汽车产品商标。

第二条： 订货及付款

2．1 甲乙双方的结算价格见本合同的附件，该附件由具体的经销协议和订货单组成，为本合同的组成部分。

2．2 乙方需货时，应向甲方发出书面订单，一般应在每月\_\_\_\_\_\_\_\_\_日以前向甲方下达下一月度订单，并在提货前全额支付所提车款。

2．3 \_\_\_\_\_\_\_\_\_产品的销售在授权的区域内由乙方全权负责，乙方应依据或参照甲方确定市场指导价进行销售，严格禁止低于甲方确定的最低市场限价进行销售。

2．4 乙方为销售\_\_\_\_\_\_\_\_\_产品组织的各种活动，费用由乙方承担，但甲方应予以积极配合，提供技术和人员支持。

2．5 本合同规定以现金方式或以银行承兑汇票的形式支付。

第三条： 运输方式

乙方根据甲方的要求，在办理相关出库手续后，乙方自行提货，并负担相关运输费用，甲方仓库地为交货地。

第四条： 投标特别约定

乙方在参加投标过程中，甲方有义务按招标方要求出具相关授权文件，但乙方必须按相应情况遵守甲方在价格上的规定。

第五条： 商标、工业产权和保密

5．1 合同特指产品商标、图案及其他标记，属于甲方产权，经甲方书面批准后允许乙方使用，但本合同期满或终止时此种使用应随即停止并取消。

5．2 乙方不得以任何方式侵犯甲方的工业产权。

5．3 乙方在合同的有效期内或合同终止后，不得泄漏甲方的商业机密，也不得将该机密超越合同范围使用。

第六条： 违约责任

6．1 如乙方违反甲方规定，实施了串货行为，甲方可根据乙方违规销售的实际数量处以\_\_\_\_\_\_\_\_\_违约金，情节严重的，甲方有权单方取消乙方代理权。

6．2 如乙方低于甲方确定的最低市场限价进行低价倾销，甲方有权按照乙方实际销售的数量对乙方处以\_\_\_\_\_\_\_\_\_元的违约金。情节严重的，甲方有权单方取消乙方的代理资格。

6．3 如甲方不能按照乙方规定交货，乙方有权要求甲方进行整改和更换，以求达到乙方订单要求，对于因此而发生的相关费用，由甲方负担。

6．4 原则上禁止乙方擅自更改甲方车辆的标准配置进行销售，对于确需改装的，乙方应提前向甲方立项并取得同意后方可进行，对于擅自改装引起的维修费用和其他相关费用，甲方有权对乙方进行追偿。

第七条： 售后服务

7．1 甲方为乙方提供的产品严格按照甲方提供的质保书和国家的相关规定进行质保服务。

7．2 乙方在销售完成后，应按甲方要求填写用户登记表，并应于每月定期以传真或其他形式向甲方返回用户登记表，以便于日后的售后服务和例行巡检工作。

7．3 当乙方发生售后服务要求时，乙方应书面通知甲方服务要求和内容，甲方应在收到乙方通知的12小时内给予答复，确认服务内容和时间，同时，甲方向乙方提供24小时售后服务热线联络服务。

7．4 因人为原因造成的汽车配件损坏，不在免费保修之列，乙方需支付甲方售后服务之费用。

7．5 对于乙方擅自改装的部分，不在保修之列，对于甲方维修站因维护甲方利益而进行了维修的，甲方有权根据实际维修费用对乙方进行追偿。

第八条： 合同的终止

本合同因履行期限届满或双方协商一致或一方违约另一方单方解除合同而终止。

第九条： 不可抗力

因不可抗力致使本合同不能履行或不能完全履行时，遭受不可抗力一方应及时向对方通报相关情况并向对方提供相应证明，在双方共同商议（或有关主管机关裁决）后，可以根据决议延期履行，部分履行或不履行，并可根据情况部分或全部免于承担违约责任。

第十条： 合同争议及解决方式

因本合同发生争议，双方应协商解决，协商不成，任何一方均可向合同履行地\_\_\_\_\_\_\_\_\_人民法院起诉。

第十一条： 合同效力

本合同一式四份，自双方签字盖章日生效，甲、乙双方各执两份且效力等同，作为合同附件之一的\_\_\_\_\_\_\_\_\_与本代理合同具有同等效力，其他未尽事宜，双方协商解决，甲、乙双方确认的补充协议，作为本合同的附件也具有同等效力。

甲方（盖章）：\_\_\_\_\_\_\_\_\_乙方（盖章）：\_\_\_\_\_\_\_\_\_

法定代表人或委托代理人（签字）：\_\_\_\_\_\_\_\_\_法定代表人或委托代理人（签字）：\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_年\_\_\_\_月\_\_\_\_日 \_\_\_\_\_\_\_\_\_年\_\_\_\_月\_\_\_\_日

**汽车销售代理合同三**

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**汽车销售代理合同四**

甲方（供方）：

乙方（需方）：

甲﹑乙双方经充分协商，就图书销售事宜达成如下协议：

1、图书品种质量：

（1） 甲方保证所供图书皆为国家正式出版物，质量可靠。

（2） 甲方需按乙方所订书目清单提供图书。若品种、数量有变化，需征得乙方同意。

2、包装运输：

（1） 到站地址： 中学 。

（2） 货到达本地后由乙方自取，发货的费用由甲方承担。

（3） 乙方收到货时，要注意外包装是否完好，如有残破的请即时向甲方联系。

3 图书折扣： 33 % ，甲方所供图书全部为新书。

4 验收：

（4） 乙方收到货单后速提货，检查验收，如发现数量不够或残缺，应于收货后 \_\_ 7 \_日内通知甲方并提供书面证明，逾期按无差错处理。甲方检验核实，应于收到书面证明五日内将货补给乙方。

（5） 最后结帐时的图书品种、数量、码洋以甲方开具的发货清单为法律凭证。

5 数量：

（6） 乙方向甲方订购图书总计册数为一万册，自合同生效之日3-4个月内采购完毕。共分2-3批订购，每购一批书结算一次 。 乙方付款方式： 转账

（7） 付款期限： 图书验收完毕后， 15天内付清 。

（8） 双方约定发票开具和税收负担方式： 甲方负担 。

（9） 乙方不得以任何理由拖欠或拒付书款，结款时间如超越商定期限，除结清全款外，乙方还应按每滞后一天，向甲方按未结款的1%交纳滞金。逾期十日，甲方有权采取任何法律措施追回欠款。

6、若有合同纠纷，请求人民法院裁决。

7、本合同一式二份，双方各执一份。自双方签字盖章之日起生效。

甲方盖章： 乙方盖章：

负责人签字： 负责人签字：

联系电话： 联系电话：

年 月 日

**汽车销售代理合同五**

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