

Chapter 63

Little Tiger

Stella wanted to do sales, and Miles had already given his tacit agreement, so she started the rest of the formalities for a department transfer. Mr. Kevin Moore was particularly sorry about it, lamenting, "You're such a talented person, yet you're adamant to be a sales representative. I just don't understand you."

Flashing him a remorseful smile, Stella went to the sales department. The relationship between her and Miles had never been publicized in the sales department since the address of 'girlfriend' was only used in private between the two of them. For that reason, her transfer to the sales department didn't make waves.

However, the first job she received turned out to be Meridian Trading. It was Yulia's company, so she was no stranger to this name. There were people in the sales department who specialized in organizing these resources, and they merely had to inform the sales representative of the project name as well as the person in charge before having the sales representative woo the client. The person in charge of this project was Xavier since he was the sales manager of Sino Corporation. The world is simply too small! I'd just rejected him the other day, and while he told me to seek him out if I needed anything, that was just a token remark.

Meridian Trading wanted to construct a logistics building to alleviate the pressure from inventory. The building's structure was extremely simple, but the materials were the best though the décor was plain. Thus, one could profit greatly just from selling materials. In truth, projects that yielded returns just from selling materials were few and between. One didn't have to worry about hiring people to handle the décor or various other expenses. Hence, Stella felt that this job only took a short time, yet yielded returns swiftly, making her much money. If I clinch this project, I'll be getting a huge commission of about 60,000!

While sales yielded quick returns, the pressure was also immense. This time, for instance, Stella felt ill at ease because the person in charge of the project was Xavier. What kind of attitude should I use when negotiating with him? Business or personal? Due to her inexperience, she was exceedingly apprehensive, but she still had to take this step.

She went to Yulia's company. Xavier had an office of his own though it wasn't as big as Miles since he was still an employee, after all. She then told him her intentions, feeling a tad embarrassed as this was her first time doing sales.

Conversely, Xavier was incredibly straightforward. "I see. Bring over your company's materials for me to have a look. Miles Conglomerate's materials are credible, and they won't require much additional labor. Besides, I also trust your character, Miss Johansson," he declared.

"If you have no objections, I'll have our engineers work with your company and decide what materials are needed. We can design it for you free of charge. Of course, if you don't fancy our design, you are free to choose another company." Stella sat across from him. She'd planned to be neither overbearing nor servile, but her confidence just wouldn't come because of the blind date she'd had with him in the past. After all, she'd rejected him.

Xavier was very satisfied with Miles Conglomerate's materials, and he asked Stella to bring someone over for a site visit to sketch out the design. If there was no problem, they could then sign the contract. However, Stella was still feeling uneasy, so she inquired, "President Daniels, you're not signing this contract with me because of personal reasons, yes?"

Xavier burst out laughing. "There are plenty of people who come and sell me materials all the time. Miles Conglomerate is credible, and I trust your character as well, so I naturally chose you."

Upon hearing this, Stella could finally breathe easy. This is a good start. She then asked the company's engineers to visit the site to take the measurements, determine the materials, and also come up with a design plan. Of course, it was a preliminary design plan, for the time-consuming and labor-intensive plan would have to wait until both parties had signed the contract.

As sales representatives had to report every project's progress to the sales director, Kieran Yarrow, he knew about the progress and situation of this project. In turn, he had a meeting with the top brass every week.

In no time, Xavier decided to sign the contract. This contract was worth 5.6 million, and he'd be paying a deposit of 80%, while the balance was to be paid at the end of the project.

Stella was initially over the moon today. Even as she cleaned the house, she was dancing around, thinking, My first project has been a breeze! Does this mean that my future in the sales department would be smooth sailing? That's a good omen! She was so absorbed in her thoughts that she didn't even hear her cell phone ding as a WhatsApp message came in. Since she was now doing sales, her working hours were extremely flexible. It was now 10:00 in the morning, but she didn't go to the office as she had an appointment with Xavier to sign the contract at his office at 11:00.

The WhatsApp message was from Yulia. 'Stella, Stella, your president came to our office today! He was so handsome! His back was riveting, and his long legs were definitely cooler than those of celebrities. He was more mature than those good-looking young men, and his stride was imposing. All the ladies in my company were bewitched!'

Stella was puzzled when she saw the message. Why did Miles go to Xavier Daniels' company? Am I not going to sign the contract today? After a while, she received a phone call from Director Yarrow who told her that she didn't have to go and sign the contract. All at once, her heart plunged to rock bottom, and she asked, "Why?"

"The president went personally!"

In a flash, Stella collapsed onto the sofa. In sales, the commission is only a done deal when one has signed the contract. Without signing the contract, one wouldn't receive any money! I was the one who clinched this project, so what's the meaning of Miles doing this?

When she'd furiously rushed to the office, Miles had just returned from signing the contract and was standing before his table, glancing through a stack of documents in his hands. Without bothering to even greet him, Stella demanded, "What's the meaning of this? What right do you have to go and sign the contract when I was the one who secured the project?"

Miles' gaze slowly shifted to her face before it went back to the documents he was looking at. Then, he softly murmured two words.

These were the exact two words he muttered the other day, but Stella didn't hear him clearly back then. This time, however, she heard him crystal clear—little tiger. He's saying that I'm a little tiger! She instantly grew incensed. He signed my contract, and he's even saying that I'm a little tiger! What the hell? What exactly is going on here? "How much commission will I be getting when you signed my contract?" she demanded bluntly. After all, she only turned to sales because of money.

"Not a single penny!" There was no hesitation in Miles' voice, his tone firm without any room for discussion.

Judging from his style of doing things, Stella knew that she wouldn't be getting a single penny this time. "But why?" She stomped her foot, livid.

"Don't you think you secured this project too easily?" Miles stalked over to her.

Stella slowly backed away, wishing that her back would meet the wall soon as that would give her a sense of security. However, once she was backed up against the wall, she was tantamount to a fish stranded ashore, and she'd be at his mercy. At long last, the wall came up behind her, and she propped both hands against it. "I know it was easy, but I'm acquainted with him. So, it's not an issue at all."

Placing a hand against the wall, Miles stared at her thoughtfully. "Oh, you're acquainted with him? How did that happen?"

I bet he knows the answer to that! He must have seen Xavier Daniel's countenance when he came down from The Sumptuous Place that day, else he wouldn't have ordered me not to smile so brightly at other men. He just wants me to tell him myself that Xavier Daniels was the man whom Yulia introduced to me! But how could I possibly say that? Plus, what is he suspecting now? "He's Yulia's boss, so I'm naturally acquainted with him. I don't think there's anything wrong with the signing of the contract!" Stella carefully scrutinized him.

"Oh, there's nothing wrong? I'm sorry, Miss Johansson, but you're still not getting a single penny in commission!" Miles showed her no mercy at all despite their relationship.

"How dare you?" Stella was fit to be tied, but arguing further would do her no good, so she slammed the door and left.

She's got quite the temper!

Returning to the sales department, Stella grieved alone. I thought getting 60,000 this time would be a great start, and I'd soon be able to pay him back in entirety, but he actually snatched the money away midway!

Everyone in the sales department had heard of this incident. Although Stella's project didn't make waves in the department since it wasn't a huge one, the fact that the president himself signed the contract made it a big deal and attracted much attention. Therefore, they were all inwardly worried for her when they learned about it. This newbie might have offended the president somehow. Otherwise, he wouldn't have pulled the rug from under her!

Stella stayed in the office for a while. Feeling chagrined, she went to the hospital where Lizbeth was on the pretext that she was going out to woo clients. The hospital bill was to be paid in stages, and she'd already paid for this first stage of chemotherapy. Nevertheless, she couldn't spend the money indiscriminately since she'd have to repay Miles sooner or later.

Sitting at the head of the bed, Stella peeled an orange for Lizbeth. Alaric had already gone back after taking care of Lizbeth here the entire night. Fortunately, the creditors had some benevolence and didn't sell off the couple's small place, so they had a home for their golden years.

When Lizbeth woke up, she spotted Stella sitting at the side. "When Zane met with a car accident, I could see that you're kind and virtuous, but the two of you just aren't meant to be. Actually, I'd wanted to regard you as my own daughter when you married into the family."

Stella flashed her a smile as she peeled the orange. She was the kind of person who'd return a favor wholeheartedly, so she'd always remembered Lizbeth's defense of her when Ximena challenged her during Alaric's birthday party. Plus, Lizbeth had always treated her fairly ever since she'd married into the family, and it was true that she'd had an affair. Besides, Lizbeth had no relatives now, while she held some responsibility for Zane's bankruptcy.

The relatives who used to visit them often in the past had long since vanished after Zane's trouble. As Lizbeth saw the fickleness of others, she realized Stella's worth, but she no longer had a say in whoever Stella got together with now that she and Zane were divorced.

At this precise moment, Stella's cell phone dinged. She took it out and glanced at it, only to see that it was Xavier asking her out for a meal. She didn't want to go, but he'd given her the project, after all. While she didn't make any commission, that wasn't his fault, so she still had to return the favor.