

Revenge 85

The Ex-Husband's Revenge Chapter 85

"In second place is the Westpraise Group, who control twenty-two percent of the sales channels, and in third is Uniqpeace Enterprises with fourteen percent... The remaining twenty percent is held by several small- to medium-sized distributors and agents..." Ariel explained eloquently as she hovered her cursor over the screen and clicked on several groups of data.

As a manufacturer, the Elegante Group requires distributors to handle wholesaling, promotions, and various other integration of resources before the products that they produce could finally reach the market.

Distributors were therefore an essential link, and there were two possible sales routes for the Elegante Group.

The first was to cooperate with the three major distributors, but since those three major distributors were each other's competitors, the Elegante Group could only choose one of them for cooperation.

The second route was to cooperate with some small- and medium-sized distributors and agents. There were a great number of them, and they were a little unpredictable because they operated independently of each other. However, they were the main focus of the company's sales department.

While the first sales route could protect the company's interests comfortably, the second sales route enabled them to penetrate the market and gain more profit. Therefore, the two could coexist without any conflict.

past two years and the contract is about to expire. Westpraise Group is now asking for a ten percent commission to renew

she knew, someone new assumed the position of Westpraise Group's chairman just a couple of months ago, and that person was ruthlessly

was the same for all of Westpraise Group's

percent in total, and that number is

demands for ten percent of the

robbery!"

and the way I see it, we could still choose to

senior figures in the company were not happy and proposed that

"It won't be successful."

Enterprises and the Westpraise Group are competitors. If

we were previously cooperating with Westpraise, Uniqpeace might take the opportunity to make even bigger

is far less than that of Westpraise. If our proposed cooperation falls through, our