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TRAVEL MARKETS Vol. 19-8

INSIDER

TFWA World Exhibition & Conference ends on a high as numbers top records

The sun was shining in Cannes the week of the TFWA World Exhibition, both literally and figuratively. One of the most optimistic atmosphere's in years pervaded the entire show, with attendees reporting excellent meetings.

TFWA's numbers back up the positive responses heard by *TMI*. Despite another schedule conflict that included China's Golden Week, a holiday in South Korea and a Jewish holy day, attendance was strong, reports the Association.

Calling the 2017 World Exhibition & Conference an "unmitigated success," TFWA reports visitor numbers increased 6% on last year, reaching 6,812. The number of companies attending rose by 2% to 3,031, and the number of visiting operators and landlords, a key category essential to the success of the event, was up 6% compared to 2016 at 2,262. Only the number of agents attending decreased, ending the week down 4% versus 2016.

Digital Village debuts

The Association tried a number of new approaches to keep the event fresh and relevant. The most ambitious and interesting was the "encouraging" debut of its Digital Village, which bowed with 33 exhibitors, and attracted 1,361 visitors (1,487 including exhibitors). The Digital exhibitors were heavy on virtual reality and other interactive state of the art technology, and could be a very interesting source of new ideas for the travel retail industry going forward.

TFWA also held another ONE2ONE meeting service, and was deemed very successful: 302 pre-arranged meetings were scheduled for the

main show, compared to 220 last year (+38%); while 163 pre-arranged meetings were planned for the Digital Village

This year there were 514 exhibiting companies compared to 492 companies in 2016 (+4.5%), across 490 stands compared with 472 stands last year (+3.8%). This includes 16 official boats in Harbour Village, and 63 exhibitors who were new or returning companies.

The conference at the beginning of the week was attended by a record 1,643 participants. We will carry a recap of Erik Juul-Mortensen's State of the Industry presented during the conference in the next issue of *TMI*.

The social activities began early on Sunday morning. In addition to the Charity run/walk, there was golf held in partnership with Estée Lauder, the very European sport of pentanque, the Paul & Shark regatta, and yoga on the pier hosted by Rituals. The Opening Cocktail on Sunday evening – held on the beach across from the Carlton Hotel – ended with the traditional fireworks courtesy of the City of Cannes.

The workshops were also fully subscribed.

WiTr surpasses fundraising goal

The annual Women in Travel Retail meeting was another success, with the group raising more than €19,000 to build and equip classrooms for children at Sunrise's Siem Reap home and learning center in Cambodia. Geraldine Cox, founder of Sunrise Siem Reap, spoke at the meeting, telling of the children who live at Sunrise, and the hundreds more living locally who come for lessons at the center.

Continued on page 5.



PEOPLE/COMPANY NEWS

Giovanni Zoppas has been appointed **Marcolin Group's** executive vice chairman in charge of the strategic areas of Licenses, International Affairs, Human Resources, Legal and Institutional Communication. Giovanni Zoppas has also been nominated CEO of the joint venture between LVMH and Marcolin Group announced last January.

Marcolin Group's CEO role will be covered by **Massimo Renon**, operating in Marcolin Group since January 2017 as Worldwide Commercial General Manager.

Guy Bodart has joined Cancun-based **Grupo Ultra (Ultra Femme)** as executive vice president of its Beauty division. Bodart spent nearly 20 years with Chanel in senior positions in Panama, Mexico and Brazil before taking a role as CEO & managing director at Panama-based Duty Free Dynamics in January 2016. Bodart also became a member of the Grupo Ultra Board in February 2016.



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Global TR contact: Zack Boiko, zboiko@actium.us; Latam-and Caribbean TR: Daniel Bras, dbras@actium.us

Wild Tiger Rum, Haleybrooke International partner for North America's Duty Free

Wild Tiger – the first premium rum from India, which has already gained some impressive listings in travel retail since its launch a year and a half ago – has signed with Haleybrooke International to help build the Indian brand's footprint in North American travel retail.

"It's a special time for us to be working with Haleybrooke and to be in amidst some iconic brands of their portfolio," says Gautom Menon, Wild Tiger founder and owner. "What Patrick and Roger bring to the table are invaluable, and we are tremendously happy to have put ourselves in a position to get noticed and signed by a pioneering brand agent such as Haleybrooke."

"What interested me in Wild Tiger Rum was not only the spectacular packaging and the great rum itself but the person behind the brand. In only a year and a half Gautom has managed, almost singlehandedly, to put Wild Tiger Rum on the Travel Retail Map faster than many of the largest companies in the industry," says Patrick Nilson, President of Haleybrooke International.

Since its launch in travel retail less than 18 months ago, Wild Tiger was launched with ARI operated Barbados Runway Duty Free, Auckland with Loop Duty Free and Muscat Duty Free, as well as has Dubai Duty Free, DFS



and King Power Thailand in the pipe-line.

"It's truly satisfying to know that we are listed and working with the Pioneers of Duty Free, Aer Rianta International, who operate at some key airports across the world giving our brand an incredible amount of visibility," says Menon. "What is most heartening is to know that our brand produced in a tiny village in remote Southern India is now Roaring in Barbados, which is the very Mecca of Rum."

After attending the ASUTIL conference in South America to introduce his brand in the LATAM region, Menon says shipments are en route to Neutral Duty Free in Uruguay and JPT in Chile.

Both Menon and Wild Tiger Rum will be attending the FDFA Convention in Montreal in November with Haleybrooke, which has hopes for the brand in the country and region. "I look forward to introducing both Wild Tiger Rum and Gautom to the Canadian Travel Retail key accounts at the FDFA in Montreal and have already guaranteed the success of the brand in Canada duty free," says Roger Thompson, Vice President of Haleybrooke International.

Wild Tiger, which is produced in Kerala state of Southern India,

has unique packaging designed to stand out on shelf. Just as no two Tigers share similar stripes, no two bottle designs are alike making it a souvenir and gifting option in Travel Retail, says the company. As a part of its core CSR policy, the brand donates 10% profits towards Tiger Conservation in South India via their non-profit Wild Tiger Foundation (W.T.F).

Wild Tiger is founded and owned by Drinks entrepreneur Gautom Menon who was recently recognized by GQ Magazine among India's 50 most influential Young Indian's. Wild Tiger plans to soon set up a dedicated Travel Retail team to be based in London to grow the brand and Rum's voice share in Travel Retail.



Haleybrooke International's Patrick Nilson and WTR's Gautom Menon, at Patsy's Italian in Manhattan, known as Frank Sinatra's favorite restaurant in New York City.



Gautom Menon has launched his Wild Tiger rum in key travel retail venues over the past 18 months, including with ARI in its Runway Duty Free shop in Barbados airport.



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L'Oréal marks 40 years in Travel Retail: Connecting the continents & connecting the customers



Vincent Boinay, L'Oréal Travel Retail Managing Director

L'Oréal dedicated its traditional Cannes press conference to a celebration of the company's 40 years in travel retail, since creating L'Oréal Luxe in 1977. Following an introduction by Vincent Boinay, L'Oréal Travel Retail Managing Director, the beauty giant followed with presentations from senior executives from each of its geographic zones: Yannick Raynaud, Managing Director of Travel Retail Americas; John Mangan, MD of Europe, Middle East & Africa; and Emmanuel Goulin, MD of Asia Pacific.

L'Oréal has long designated travel retail as a "6th continent" and its Travel Retail division places travelers at the heart of this 6th continent with the aim of providing them with exciting shopping experiences through consumer-centric retail, premium offers, exclusive gifts, retailtainment and expert beauty advisors, says the company.

The beauty giant has long considered Travel Retail as a key channel for winning new consumers, said Boinay.

In a review of the 40 years, Boinay discussed what he calls the most balanced and most relevant portfolio dedicated to travel retail in the industry, a portfolio that ranges from luxury to mass market, and now includes dermocosmetic wellness brands like Vichy and La Roche-Posay, and hair care like Kérastase. These brands highlight the strength of the L'Oréal portfolio in travel retail, said Boinay, and are among the reasons why L'Oréal is the "undisputed" leader in the industry.

Mega-trends

Travel retail targets the global shoppers that inhabit this "6th continent", with special attention dedicated to emerging markets, which now account for 50% of sales. Travelers from China, Korea, Brazil and Russia are key drivers behind the market's dynamism, as are millennials and the emerging middle class. Forecasts estimate that 3.7 billion passengers will take a flight in 2020.

Among the mega-trends discussed by Boinay, Chinese travelers are of special interest—with 180 million Chinese travelers expected by 2023. Millennials are especially important for L'Oréal since they are beauty addicts and

they are greatly influenced by all manner of social media. Another trend to watch is the growing interest in beauty products from men.

"If we want to be successful in the future, we must connect with all these trends in beauty," said Boinay, who touched on Click & Collect ("we must be obsessed by convenience in travel retail") as one way to increase instore penetration.

With the very best stores only reaching a 15% penetration rate, and most stores at only 10% penetration, that means that 85-90% of passengers are not buying any beauty products. This represents an immense potential, he said.

"All the fundamentals are in place: from international traffic to connecting to customers through digital. We must give the customers what they are looking for, what they need; the products and the categories," he said.

Environment and sustainability

Boinay also stressed the importance of environmental protection and sustainability. "Sustainability is a crusade for our company," he said, pointing out two concrete examples of L'Oréal's commitment to this concept. First, he said, 80% of the retail design in its booths in Tax Free 2017—which cover the entire 5th and part of the 6th levels of the Palais de Festivals, is either recycled or reused, and 67% of the booth materials are sorted and recovered by the Palais.

Second is the company's carbon balance project. L'Oréal's travel retail staff number around 700 people, many of whom travel extensively. This travel

produces carbon emissions equivalent to 900 soccer fields.

L'Oréal Travel Retail is involved in a reforestation project that offsets 100% of the carbon dioxide produced by its travel retail business trips. The program comprises 400,000 hectares of agroforestry, reforestation and forest conservation projects taking place in Honduras, Peru, Colombia, Morocco and China. World transport generates about 20% of global carbon emissions.

Discussing the various regions, Boinay said that travel retail sales are buoyant and L'Oréal is gaining market shares in all regions, but its efforts to do something meaningful to protect the environment in all regions makes them particularly proud.

Europe is back

John Mangan, MD of L'Oréal TREMEA, kicked off his presentation on a high note saying that the business in his region "is back" this year after a difficult 2016. But the market is changing, in part due to the increased flow of low-cost airlines, which is leading to the increased 'democratization' of travel across Europe. Russians and Chinese are traveling to Europe again, they are spending and they are spreading out to more destinations. This has led to a new customer, but with 88% of travelers connected with smart phones, it is a customer with access to more information than in the past.

The color explosion in travel retail is the most significant development in that region along with the development of premium collections.

Continued on next page.

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L'Oréal marks 40 years in Travel Retail

Continued from page 3.

Skincare is also developing strong customer engagement. Haircare is another new frontier to connect with customers.

The goal is to ensure that travel retail stays relevant, he said.

Rise of the Latin beauty spend, new brands launch

Yannick Raynaud, MD, L'Oréal Travel Retail Americas, spoke about the rise of the Latin American customer as a top spender in beauty. Chinese and Brazilian travelers are tied as the top spenders in the Americas.

Latin America is back but the customer has dramatically changed. Despite steady passenger growth of 5-6% per year, spend per passenger has been lackluster, she said.

"So our core obsession has been to increase penetration," she added.

To do this, L'Oréal is focusing on increasing consumer engagement and broadening its portfolio in order to appeal to its diverse passengers.

To illustrate these trends, Reynaud spoke about the stunning Lip Art Academy it held at Los Angeles International Airport this summer, which resulted in a high conversion rate and recruited new consumers to the brand. A Kiehl's skincare activation in San Francisco International airport generated double digit growth, and will

be expanded to airports in other cities. Both of these projects had a strong digital component, she said. The introduction of Kérastase in airports in cities such as Buenos Aires is also attracting great excitement and significant customer engagement and has propelled the brand to the #3 spot in haircare in travel retail.

Broadening the product portfolio, L'Oréal announced the launch of the first travel retail boutique for NYX Cosmetics, which is opening at JFK Airport T4 by the end of the year.

Raynaud also confirmed that L'Oréal is opening its first boutique for Atelier Cologne -- the premium giftable fragrance brand it acquired last year -- in Vancouver airport in December.

Emmanuel Goulin, MD of Asia Pacific detailed the strong growth that L'Oréal is experiencing in the dynamic region, which is outpacing the growth in air traffic, much of which is driven by strong makeup sales.

The L'Oréal business in Asia Pacific is strongly connected to social media and a new series of events from Lancôme Paris, called 'Declaring Happiness' are rolling out in five destinations -- Seoul, Changi, Bangkok, Haitang Bag and Hong Kong -- in the next three months.

LP



Above: Yannick Raynaud, MD L'Oréal TRAM, below left, Atelier Cologne founder Christophe Cervasel, bottom, Urban Decay and new men's grooming line from L'Oréal Paris.



Mouton Cadet named official wine of the 2018 Ryder Cup



Philippe Sereys de Rothschild (center) with Ryder Cup Captains Thomas Bjørn -Europe (left) and Jim Furyk - USA. (right).

Baron Philippe de Rothschild's prestigious Bordeaux wine brand Mouton Cadet has been named the official wine of the 2018 Ryder Cup Golf Tournament in Le Golf National, Paris, France taking place Sept. 28-30, 2018. It is the third

Ryder Cup for Mouton Cadet, following the brand's presence at the competitions in Gleneagles, Scotland in 2014 and Hazeltine, Minnesota in 2016.

For the 2014 and 2016 Ryder Cup, Baron Philippe de Rothschild partnered with major DFTR operators to develop ad-hoc promotions around the theme of wine and golf and developed a Mouton Cadet Ryder Cup Limited Edition.

For the 2018 Ryder Cup partnership, Baron Philippe de Rothschild will also release a Special Cuvée in March of 2018 for selective distribution (such as duty free & travel retail).

DANZKA Vodka and Jacob Jensen Design win 2017 Red Dot Award

DANZKA Vodka and Danish design consultancy Jacob Jensen Design have been awarded the 2017 Red Dot Award for Communication Design.

German spirits company Waldemar Behn, brandowner of DANZKA, asked Jacob Jensen Design to revitalize the vodka brand's visual identity to bring it back to its Danish roots, in 2015. The DANZKA visual identity continues to be characterized by a minimalist Nordic atmosphere around the iconic aluminum bottle, and the visuals reflect 'hygge' -- a cosy, homey feel, says the company.

Rüdiger Behn, fourth-generation distiller at Waldemar Behn, says: "I am happy, proud and thankful that DANZKA has now been awarded with the Red Dot Award, which has an excellent reputation worldwide. Creative and experienced Timothy Jacob Jensen and his design team have made this possible."

Cannes highlights as TFWA World Exhibition reports record attendance



Continued from page 1.

In addition to the funds raised through the prize draw and silent auction, companies including ARI, Heinemann Asia, King Power Hong Kong, King Power International and SMI made generous cash donations.

* * *

Speaking from a completely personal point of view, here follows some of the highlights *TMI* experienced during a week filled with highlights.

The week unofficially began early with a private party on Saturday night held at Ma Nolan's Irish Pub for a combined birthday

celebration for Barry Geoghegan (Ireland) of Duty Free Global, Gerry Munday (England) of Furla and James Kfoury (Australia) of Wonderful Pistachios. It was the Big 165 and a wonderful way to pre-meet many colleagues in a very relaxed atmosphere.

A visit to Christian Dior's Château de la Colle Noire

A personal pinnacle for me, in a week filled with lovely events, was a visit to the Château de la Colle Noire, the former residence of Christian Dior located in a village near Grasse called Montauroux. The property was sold after the

designer's death, but was acquired by LVMH and the House of Dior when it came on the market in 2013. The renovation that followed is stunning—Dior archivists and architects recreated some of the authentic interiors – even tracking down original furniture – while other rooms were “reimagined” -- inspired by friends and people that influenced Christian Dior. These include a Picasso room, another inspired by Marc Chagall, and one for Salvador Dali. Each of these artists were friends of the designer and visited La Colle Noire.

In addition to the interior of the château, the renovation restored the magnificent gardens that defined La Colle while Dior lived there. A thousand May roses, vineyards, olive and almond trees were replanted in the gardens of the château. In addition, the House of Dior has partnered with local growers in the area for another

30,000 of the rose bushes, ensuring these blooms exclusively for the Dior fragrances. The official opening of the renovated La Colle was held in May of 2016.

Back in Cannes, other stand out events in *TMI*'s week included the Furla party on Monday night, where guests were able to view the brand's colorful, break-through collection unveiled earlier in Milan; Edrington's launch on Tuesday of the new travel retail exclusive Quest Collection range for The Macallan, held at the Villa St. George in the center of the City; a very lovely dinner hosted by Distilleria Bottega in honor of the new collaborative partnership between the Italian distillery of award-winning proseccos and wines and Lindt & Sprungli Duty Free in travel retail. Host Sandro Bottega stated that the guests at the dinner hailed from 22 different countries and proceeded to toast each of the countries, complete with a musical backdrop.

Bacardi also held a newsworthy tasting that included its relaunched Dewar's 25 along with a few of its award-winning scotch whiskies, as well as new additions to its portfolio: Teeling Irish Whiskey, Compass Box Scotch, and Santa Teresa Rum.

L'Oréal's annual press presentation is always a highlight of the professional week (see the coverage on page 3-4).

If you wish to get an early start on planning for next year, the 2018 TFWA World Exhibition will take place in Cannes from Sept. 30 – October 5.

LP

Bottega and Lindt Duty Free collaborate to create “Perfect Match”

Italian winery and distillery Bottega and Swiss chocolatier Lindt & Sprungli Duty Free have launched a new collaborative partnership to promote the joint sales of their bestselling products in the travel retail sector.

The companies have launched a travel retail exclusive gift-set featuring a 75cl bottle of Bottega Gold and Lindt Swiss Masterpieces Pralines in decorative golden boxes.

This new promotion called “Perfect Match” follows the successful collaboration between the two companies at Dubai Duty Free, where customers could purchase a bottle of Bottega Amarone della Valpolicella paired with Lindt Excellence chocolate bars in October 2016.

Launched in Cannes, this partnership will be featured across a range of duty free and travel retail outlets worldwide. The two brands also developed a dedicated display solution and support materials that will be available for travel retail outlets in 2018.

Bottega owner and managing director Sandro Bottega said: “The synergistic union between the best chocolate in the world and our sparkling wines is a ‘perfect match,’ on both the taste side, and the commercial aspect. Bottega and Lindt are both premium brands and innovation leaders in travel retail, with long tradition and great consumer understanding, whose products celebrate pure indulgence and stand for both luxury and the promise of the highest quality.”

Continued on next page.



TMI publisher Lois Pasternak at the Château de la Colle Noire, the former residence of Christian Dior in Montauroux, France.



Bottega owner and managing director Sandro Bottega (left) and Peter Zehnder, head of the Lindt & Sprungli global duty free division (right) celebrate the launch of the “Perfect Match” collaboration.

EMPLOYMENT OPPORTUNITIES

TRAVEL MARKETS
INSIDER

Bottega and Lindt Duty Free create "Perfect Match"

Continued from page 5.

Peter Zehnder, head of the Lindt & Sprungli global duty free division, said: "We are delighted to be pairing these excellent products in another premium partnership. The partnership will take gifting to the next level, strengthening and emotionalizing the confectionery and liquor categories. The aim of the partnership is to boost non-promotional sales and help increase average transaction value across duty free outlets globally."

"Our Swiss Masterpieces Pralines are an excellent example of the artistry and craftsmanship that is deeply rooted in the creations of Lindt & Sprungli. Paired with the wonderful Bottega Gold we feel we have created an exquisite combination, which will delight customers across the world."



Duty Free Dynamics (DFD)

has an immediate position open for
an Area Sales Representative.

The company is headquartered in the BICSA Tower in Panama and has presence in Miami and Buenos Aires.

Responsibilities:

Manage relationship with existing clients and prospect for new ones in the assigned region; develop sales budgets, implement promotional programs, ensure launch sale of new products, provide product training and oversee merchandising at the point of sales; and monitor pricing, shelf space, competitive set, trends, reporting key activations, and any in-store updates/changes to our brands.

Qualifications:

Degree in Business Administration or related field; 3 years' experience minimum in sales in the travel retail channel in the Region, preferably consumer goods; dynamic, rigorous, results-oriented with an entrepreneurial spirit, ability to work on your own initiative and capable of setting up negotiations with retailers and shop owners; strong analytical skills, organized and efficient; strong written and verbal communication skills.

Must be fluent in English and Spanish, Portuguese and French a plus and willing to travel extensively.

DFD offers a competitive base salary and generous commission structure, and private health insurance.

Please send resumes to
maria.villarreal@dufreedynamics.com



Heinemann
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NEW

Has an immediate opening for a
Category Sales Manager
for Liquor, Tobacco and
Confectionary

Tasks:

Category Management

Create customer price lists, manage category space responsibilities; track and measure sales results, secure category information for the region, PAX, channel, or other market research; work in conjunction with Purchasing to develop vendor supported promotional programs and other items; verify all forecasts maintained in the replenishment system.

Sales Coordination

Create new product offers & catalogues, communicate assortment updates; create & maintain assortment files; coordinate information entered in SAP; maintain promotional calendar and create monthly presentations for customers; issue customer credit and debit notes. Additional responsibilities may apply.

Position Requirements

Full Time, HQ based position (Coral Gables); graduate degree (college). English a must, Spanish and other foreign languages a plus.

Please send resume to
info@heinemann-americas.com

ACTION

Has immediate openings for the
following positions based in
Miami:

Customer Service Representative for Caribbean.

Responsible for providing exceptional customer service to clients and pro-processing all orders. Position serves as a liaison between distribution team and 3rd party warehouse ensuring logistics procedures are followed.

Responsible for maintaining and updating internal reports and systems by direct contact with clients, warehouse and brand.

Desired Skills and Experience

- *Bachelor's degree in related field
- *1-3 years of relevant professional experience;
- Bilingual English - Spanish.
- French is a +;
- *Excellent written and verbal communication skills
- *Attention to detail/ accuracy;
- *Time management and sense of urgency
- *Proficiency in Excel & Quickbooks

Send resume to:

prodriques@actium.us

Brand Manager - Fragrances

The Brand Manager is responsible for developing and implementing tools to support the growth of the brand's portfolio, including distribution organization, merchandising, marketing plans, new product launches, animations, and training of sales associates and negotiating business development opportunities in the cruises industry and US Travel Retail and Caribbean Local Market and airports.

Requirements

- *US TR Experience
- *Bachelor's degree in business administration, sales and marketing
- *5 years min. of relevant professional experience in travel retail channel either cruises is a must and a plus is US Travel Retail
- *Travel 30%
- *English speaking – Spanish and French are a plus but not a must
- *Excellent communication and presentation skills
- *MS Office skills (Excel and PowerPoint mainly) – High expertise in Excel is a must.

Send Resume to:

hfraysse@actium.us

NEW

Beauty Industry Account Executive Needed Michel Germain Parfums Ltd.

an award winning, leading Canadian creator and manufacturer of prestige fragrances, with customers throughout North America, seeks a dynamic proactive sales professional to manage our

Duty Free Business in Canada and the Caribbean

as well as independent retailers in Canada and the USA.

You must have prior beauty industry experience, be able to work independently, driving growth with our customers. Ideally you will have at least 10 years of sales experience in the beauty industry, with a proven track record of sales growth and excellent account management.

Canadian residency is not required.

Please submit your resume to ecook@michelgermain.com please ensure the subject of your email is "career opportunity"

EMPLOYMENT OPPORTUNITIES

TRAVEL MARKETS
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The Hershey Company
 has a career opportunity for an
Associate Business Manager (81426)
 Location: South Florida or Hershey, PA

Summary:

The WTR Associate Business Manager will execute store level sales and promotion plans with customer retailers in the North America travel retail channel; implement and maintain promotional and merchandising standards, and ensure 100% distribution on aligned portfolio across the channel. Needs to understand the complexities of a multi-national, multi-channel travel retail environment. Location preference South Florida.

Major Responsibilities include but are not limited to:

Supports achieving all financial and growth targets of NA TR; Achieves distribution & merchandising objectives in NA TR; Builds excellent collaborative partnerships with all key retail accounts and distributors.

Minimum requirements:

- * Fluent English, Spanish a plus
- * Strong analytical skills, proficient in understand and utilizing syndicated data from many sources
- * Excellent PC skills in Excel, Word, Power Point and Outlook
- * Excellent Planning and Execution Skills, Action oriented,
- * Should love traveling often, Self-reliant and can work alone or away from office
- * Proven account management and negotiating skills, strong Finance understanding.

Minimum Education and Experience Requirements:

- * College graduate preferably in Marketing/ Finance/ Business Management with at least 3 years' experience in Distributor/Key Accounts Management in a fast-moving consumer goods company.
- * Experience in Travel Retail preferred. Must possess cultural awareness appropriate to the region.
- * Be passionate about our company and our brands and hungry to succeed.

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Kate Spade Fragrances
The Premiere Group
 has an opening for an
International Trade Marketing Manager

Reporting to Sr. VP International
 Bachelor in Marketing, International
 Trade or equivalent
 New York based –
 No relocation package

The ideal candidate must have
 excellent communication and
 presentation skills
 3 to 5 years' experience,
 Well-travelled and multilingual.

- Responsibilities include:
- Adapt Global Marketing presentation to international needs at country level;
 - Review and validate marketing calendar at country level with Global Marketing.
 - Review country unit forecast vs individual marketing calendar.
 - Liaise with Global Marketing on artwork for logos, Duratrans
 - Maintain POS, Duratrans photo library;
 - Validate Ad spend with Global Marketing
 - Receive and validate stock order vs forecast and marketing /launch/promo calendar.
 - Allocate G's Testers, Sample, gift sets and other promotional items at country level;
 - Process Press/Health registration product orders
 - Other duties as required.

Please send resumes to
HR@tpgbeauty.com

ESSENCE CORP.

Has an immediate opening for a
Trainer – In Store Promoter
Caribbean Territory

- Knowledge and understanding of retail environment to organize promotions and Sell-out Actions at Point of sale; Ability to work independently, prioritize and handle multiple deadlines; Expert knowledge on makeup, skincare and fragrances; Extraordinary level of attention to detail; Excellent organization
- Must be able to travel 50% of the time; Fluent English and Spanish
- 3+ years in retail sales, training/ education
- Experience in luxury beauty related industry

Please email your resume to
musallan@essence-corp.com

ALTIMETRE GROUP

has an immediate opening for an:
Account Coordinator
Caribbean Territory
Description

Sales development and customer support (merchandising, training, promotion) for the beauty market in the Caribbean. Current activities are for a prestigious, imported Baby/maternity beauty and hygiene brand.

Additional beauty brands in the future.

Requirements

- Must be able to open accounts and negotiate best sell-in conditions in stores.
- Retail knowledge to organize sell-out promotions and Actions at points of sale. Channels include pharmacies, drug stores, perfumeries, hotels.
- 3+ years retail sales experience in health/cosmetics, and/or knowledge of the territory required.
- Ability to work independently, prioritize and handle multiple deadlines.
- Excellent organization and attention to detail.
- Must be able to travel at least 50% of the time.
- Fluent English; Dutch and Spanish a plus.
- Can be a multi-company freelance sales rep.

Please email your resume to
adv@altimetregroup.com

**Where Talent Meets Opportunity!**

As the Caribbean's leading product management and marketing company for Wines, Spirits and Consumer Health Care, Stansfeld Scott capitalizes on the tremendous opportunities in the Caribbean.

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Apply today to join our winning team by sending your resume to: opportunity@stansfeldscott.com