

**BY THE NUMBERS**

**ACI: Global passenger traffic grows above historical averages in 2017**

Global passenger traffic grew by 6.4% in 2017, to surpass the 8.2 billion mark, according to preliminary numbers from Airports Council International (ACI) World. This is the third year in a row that growth was above 6%, says the group.

In spite of looming concerns over trade protectionism and geopolitical tensions -- passenger traffic continued to post annual growth rates above historical averages.

“Since the end of the Great Recession in 2009 to early 2010, global passenger traffic has been growing at an average rate of 5.5% annually—a testament to air transport’s resilience,” said Angela Gittens, Director General, ACI World.

**Regional Passenger traffic**

European and Asia-Pacific

markets have been driving the increases. Despite the uncertainty over the United Kingdom’s withdrawal from the European Union, Europe’s largest aviation markets reached record-breaking growth of 8.5% year-over-year for the region. International passenger traffic was up by 9.6% for the year.

Asia-Pacific experienced strong demand for air travel as well. Many Indian and Chinese airports posted double-digit growth. Preliminary figures point to growth of 7.8% for the region, with international traffic up by 8.4%.

Both Latin America-Caribbean and Africa experienced a revival in passenger traffic following the recessions of the region’s major economies: Brazil and Nigeria.

As a whole, Africa and Latin America-Caribbean grew by 5.9% and 4.3% respectively. International traffic grew by 6.3%

in Latin America-Caribbean.

Middle Eastern airports saw moderate passenger traffic growth of 4.7% in 2017. ACI credits this lower growth rate to the Qatari diplomatic crisis that resulted in travel bans and trade blockades between Qatar and other Middle Eastern countries.

**Mature North America making inroads**

North America’s mature aviation market grew 3.5% year-over year in 2017. This is above its average 1.1% per annum over the last two decades. The continued inroads made by companies such as Southwest Airlines, the world’s largest low-cost carrier, as well as expansive global growth in the Pacific and Central American markets are among the catalysts of this growth. Some of the region’s largest hubs attained a resurgence in growth over the last couple of years— Denver (DEN), San Francisco (SFO) and Los Angeles (LAX) grew by 5.3%, 5.1% and 4.5% respectively in 2017. International traffic grew by 5.7% for the year.

Global freight figures achieved record growth of 7.9% for 2017, representing the highest growth rate since 2010, said ACI World.

**TABLE 2: PaxFlash summary – December 2017**

Regions	December 2017 % YOY	YTD December 2017 % YOY	YE through December 2017 % YOY
<b>International passengers</b>			
Africa	11.5	8.4	8.4
Asia-Pacific	9.5	8.4	8.4
Europe	6.0	9.6	9.6
Latin America-Caribbean	5.8	6.3	6.3
Middle East	0.2	4.8	4.8
North America	3.8	5.7	5.7
World	6.4	8.4	8.4

**Rituals set for expansion in the Americas with Essence Corp.**

As part of its strategy to build a global presence in the travel retail market, Rituals has entered into an exclusive distribution agreement with Miami-based Essence Corp. The agreement covers the expansion of the Rituals brand into the travel retail markets of the USA, Canada, LATAM, the Caribbean, and the luxury cruise channel.

Rituals launched its travel retail division in 2012 and has shown steady growth in Europe and North Africa and more recently in the Middle East and Hong Kong.

Neil Ebbutt, Director Global Travel Retail for Rituals Cosmetics said, “The time is right to further expand into new continents as the brand awareness of Rituals is growing rapidly thanks to its increased presence not only in travel retail but also in domestic markets through our retail stores and in leading department stores. In total Rituals can now be found in nearly 400 travel retail locations – 10 standalone Rituals airport stores; 240 SIS locations within multi-brand stores and on-board around 120 luxury cruise liners and ferries, mainly in the Nordics. The brand has also built a strong presence as a premium amenity product in 1500+ luxury hotels worldwide and can be found onboard leading airlines carrying passengers all over the globe. We believe that by working with Essence Corp we will be able to capitalize on this growing awareness to fast forward our expansion in the Americas travel retail market.”

Antoine Bona added, “Essence Corp is excited to partner with Rituals, whom we believe shares the same values of authenticity and personal connections. We believe the timing is just right and that Rituals perfectly complements our brand portfolio. We look forward to a successful collaboration.”



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

## FAO Schwarz reveals global expansion strategy and airport deal with Hudson Group

*Iconic toy brand announces plans for retail rollout in China and airports across the U.S. and Canada, as well as a new product line*

Iconic toy retailer FAO Schwarz has relaunched itself and announces a global expansion strategy that includes an exclusive agreement with Hudson Group to open a chain of FAO Schwarz branded airport shops in the U.S. and Canada.

The first store will debut later this year. The stores will feature signature FAO Schwarz branded toys and games as well as products from other leading brands. The store will include stand-alone candy concepts under the FAO Schweetz brand.

“Extending the enthusiasm surrounding our retail rollout and up-

coming Rockefeller Center flagship to airports across the country is an exciting and natural progression for the brand,” said David Niggli, Chief Merchandising Officer for FAO Schwarz. “FAO Schwarz’s products and experiential retail format lend themselves well to the travel retail experience, and we are thrilled to be partnering with Hudson Group, a leader in the space.”

In addition to its agreement with Hudson Group, FAO Schwarz is partnering with Kidsland, China’s largest toy distributor, to launch the brand in mainland China in 2018.

The long-term, multi-channel

partnership will allow the brand to enter the market and establish its position as the high-end toy retailer in mainland China with a flagship location in Beijing and Shanghai. Kidsland will also open 30 smaller FAO Schwarz specialty stores and shop-in-shops in 200 department stores across the country over the next five years.

FAO Schwarz closed its doors in 2015 after nearly 30 years on Fifth Avenue in New York, but is returning after being acquired in October 2016 by ThreeSixty Group Inc., a leading provider of branded consumer products to the nation’s largest retailers.

In 2017, FAO Schwarz released an extensive collection of toys and specialty items at shop-in-shops in over 5,000 retailers nationwide.

The brand also revealed the planned opening of a new 20,000

**F·A·O**  
**SCHWARZ**  
— SINCE 1888 —

square-foot flagship location in the heart of New York’s historic Rockefeller Plaza in time for the holiday 2018 season.

The iconic FAO Schwarz brand was synonymous with quality and innovation, and its unparalleled selection of extraordinary toys that enchanted generations and cultivated a loyal clientele. With over one hundred fifty years of operation, FAO Schwarz was a must-see destination at its flagship store in New York City, attracting over three million visitors annually and over twenty five thousand visitors per day during the holiday season.

For additional information, please visit [faoschwarz.com](http://faoschwarz.com).

## Fraport USA lands New York-JFK retail concession contract at JetBlue’s Terminal 5

Fraport USA has announced it is the new retail developer at JetBlue’s home terminal - Terminal 5 (T5) at New York’s John F. Kennedy International Airport (JFK). Beginning April 1, Fraport USA will take over day-to-day management operations of T5’s retail program and will be responsible for managing all shopping and dining areas.

Fraport USA and JetBlue will collaborate on further enhancing the range of shops and restaurants, including a diverse lineup of unique and local New York-inspired offerings.

“New York is our home and T5 is a reflection of who we are,” said Marty St. George, Executive Vice President, Commercial and Planning, JetBlue. “We look forward to working with Fraport USA to further enhance the experience for our customers traveling through our state-of-the-art home at T5.

“For nearly a decade, our customers have told us how much they enjoy their experience at T5 and even come early to shop, have a great meal or get some work done with free Wi-Fi. This experience will get even better with Fraport’s

innovative approach and in-depth expertise focused on delivering a world-class experience,” he said.

“Fraport USA will be working closely with JetBlue to take the passenger experience at JFK to the next level,” said Ben Zandi, president and CEO, Fraport USA. “Our master plan will provide a best-in-class airport experience reflective of New York’s vibrant culture and JetBlue’s position as one of the most respected and innovative airlines in the industry.”

Fraport USA (formerly Airmall) was the first to launch street pricing and branded airport retail programs in the U.S., which they say created the foundation for modern American airport concession development.

Fraport USA is the developer and manager of the retail, food and beverage operations at Baltimore/Washington International Thurgood Marshall Airport, Cleveland Hopkins International Airport and Pittsburgh International Airport.

Fraport USA is a wholly-owned subsidiary of global airport company Fraport AG Frankfurt Airport Services Worldwide. The duty free concession at Terminal 5 is operated by International Shoppes.



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## Andreas Fehr retires from Mondelez WTR, Jaya Singh promoted to Managing Director

Andreas Fehr will retire at the end of March after 24 years with Mondelez International and predecessor companies. He will be succeeded by Jaya Singh in the position of Managing Director World Travel Retail (WTR), European Export (EE) and Business Unit Switzerland (BUCH), as of April 1, 2018. Singh will report to Jürgen Lisse, Area President Central Europe & EU Central Sales, Mondelez International.

Lisse comments: “Andreas Fehr’s contribution to Mondelez International for over two decades cannot be understated. He established and grew our presence in the travel retail channel to a position of clear category leadership, and delivered many award-winning campaigns and remarkable new initiatives along the way.

“Andreas has been a trusted and highly respected partner to retailers and airport authorities worldwide. On

behalf of Mondelez International, I wish Andreas the very best in his extremely well-deserved retirement.”

Andreas Fehr commented, “The decision to retire is not one I have taken lightly, after what has been an extremely enjoyable and rewarding career with Mondelez. It’s been an honor to work with so many talented partners and friends in the travel retail channel and within Mondelez International, and I’m very proud of the achievements we’ve all witnessed together. 2017 was a record year for our business unit and I am confident that we have appointed the right successor to continue this momentum going forward.

“I feel that now is the right time for me to step aside, and I now look forward to spending more time with my family, taking up some new hobbies and admiring the development of the amazing travel retail sector from the outside.”

*Continued on next page.*



*Mondelez International: Andreas Fehr and Jaya Singh*



*Godiva: Leen Baeten and Lynsey Eades*

## Godiva restructures TR Division to drive growth

Belgian chocolatier Godiva has restructured its global travel retail division in order to take advantage of the opportunities presented by the growth of alternative retail channels.

A new Channels Department has been created to focus on the multiple retail channels which today augment the traditional travel retail business, including airport cafés, cruise ship cafés and stores, inflight service and sales, and the global hospitality industry.

Leen Baeten, who has been leading Godiva’s domestic marketing team in the Americas, returns to Europe to lead the new department under the title of Channel Marketing Director, reporting to Matthew Hodges, General Manager Global Travel Retail.

Baeten will work alongside Ramon Iglesias, Commercial Director, who will focus on the commercial management aspects across the division.

As of January 2018, Lynsey Eades has been promoted to the role of Global Travel Retail Director Europe, with continued responsibility for Global Key Accounts, also reporting to Matthew Hodges.

The Middle East and Retail teams, led respectively by Maher El-Tabchy, Area Manager Middle East & Indian Subcontinent, and Bettina Van Buynder, Senior Sales Manager Retail, Franchise & E-commerce Europe & GTR, will report to Ramon Iglesias as before.

Matthew Hodges, GM Global Travel Retail commented: “Godiva has a vision which includes the seamless supply and service of our superb confectionery and refreshments through multiple channels across the world. Our first ventures into this domain, including the hugely successful Godiva Café that was launched on board Cunard’s Queen Mary II in 2016, have encouraged us to focus on this burgeoning segment.

“Our new Channels Department covers both domestic and travel retail business with a focus on Food and Beverages opportunities globally in GTR and across continental Europe. These opportunities will be pursued with existing retail customers as well as with third-party specialists who are new to our business and with whom to date there has been little or no developed relationship. We wish our colleagues well in their exciting new roles.”

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## The Estée Lauder Companies taps industry disruptors for key retail and brand roles

The Estée Lauder Companies Inc. announces that two industry leaders have joined the Company in key brand and retail roles.

In the retail sector, Andrea Dorigo joined the Company in the role of Senior Vice President, General Manager, Global Retail, effective February 27, 2018. He reports to Olivier Bottrie, Global President, Travel Retail and Retail Development.

Dorigo will further strengthen the vision and strategy for the future of retail at the Company. He will be responsible for leading strategies to drive profitable growth, including increasing opportunities to strengthen consumer coverage, and the potential of omnichannel and fostering innovative thinking, from new formats to consumer experience. He will also work closely with brands, regions, functions and affiliates to ensure retail operational efficiency.

Dorigo brings diverse global retail experience across multiple general management leadership roles in the luxury sector, and formerly worked in the Americas, Europe and Asia. Most recently, he served as CEO of Pirch, Inc., a retail disruptor in the home appliance category. Previously, he was president of Oakley, Inc., a division of Luxottica Group.

Prior to then, Dorigo was president, North America of Brooks Brothers Group, which operates hundreds of large-format stores.

“Andrea’s deep experience managing complex global teams, his ability to drive innovative thinking and disruptive growth models, and his proven effectiveness at brand building and brand expansion ideally position him to lead our retail transformation towards New Retail at the global level,” commented Bottrie.

The second new hire is April K. Anslinger, who joins the organization as Senior Vice President/General Manager, Aveda – North America, reporting directly to Chris Good, President, North America, with a matrix reporting line to

Barbara De Laere, Senior Vice President, Global General Manager, Aveda.

Anslinger will be responsible for optimizing Aveda’s growth potential in North America and oversee North America Marketing, Retail, and Field Sales and Education.

Her role will include driving strategy for Aveda’s retail channels, including its salons and spas, Experience Centers, Online and omnichannel.

She will also lead the brand’s digital marketing and social media strategies in North America, and further drive consumer engagement across all touchpoints.

Anslinger joins The Estée Lauder Companies from Schwan Food Company, and formerly was with Herbal Essences at Procter and Gamble (P&G).

## Singh promoted to MD at Mondelez WTR

*Continued from Page 3*

Jaya Singh has been with the company for over 25 years, spanning both domestic and travel retail markets. Prior to his current role as Global Sales Director WTR, he was Head of Global Key Accounts and before that Region Director Middle East & Asia Pacific. Singh’s successor will be announced in due course.

Singh has been a Board Member of the Asia Pacific Travel Retail Association (APTRA) since 2009, and held the position of President of APTRA between 2013 and 2017. He also sat on the board of the Duty Free World Council from 2013 to 2017.

“I am both humbled and excited to be given the opportunity to lead probably Mondelez’ most diverse organization, embracing World Travel Retail, European Export and the Swiss domestic market,” says Singh. “The business is in a strong position, with an excellent team in place and a fantastic pipeline of initiatives. With sales across our brands in travel retail at an all-time high in 2017 and seeing the fruits of our efforts to drive total category growth, we have a great base to build on – to address new opportunities, such as those in digital, as well as the many challenges - to unlock new areas of growth with our partners in the Trinity.”

Mondelez World Travel Retail, European Export and Swiss domestic businesses were combined under one leadership in February 2017. This move was taken in order to leverage valuable synergies between two key Toblerone markets. Toblerone is the number one chocolate brand in travel retail, and has been produced exclusively in Bern, Switzerland, from the very origins of the brand. This strategic move is designed to increase efficiency and improve speed-to-market, further strengthening Mondelez’ position as the leading confectionery supplier.

## Christian Louboutin and Puig partner for global growth

Christian Louboutin has signed a long-term license agreement with family-owned Puig to expand its Christian Louboutin Beauté business.

Christian Louboutin had established “a one-of-a-kind universe for beauty” in 2013 in partnership with New York-based Batallure Beauty, working with beauty gurus Robin Burns-McNeill, chairman and Sam Ghusson, President/CEO.

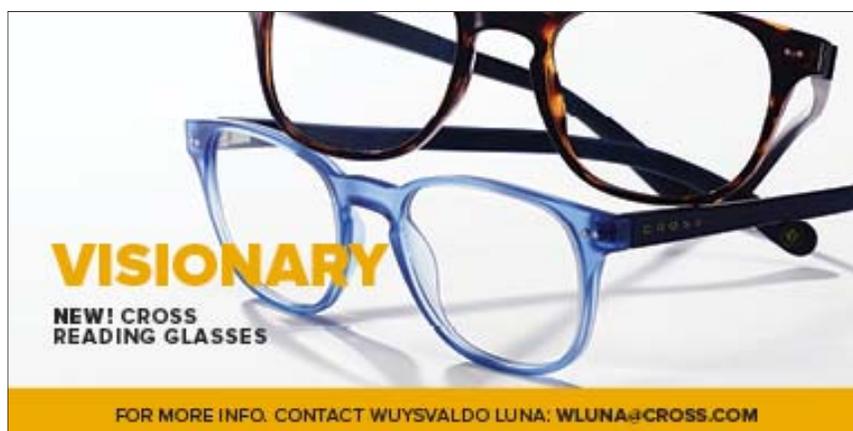
Christian Louboutin – best known for its collections of women’s and men’s shoes recognizable by the signature red lacquered sole, established Christian Louboutin Beauté in 2014. Over the past five years the partnership launched high-end nail polishes, several ranges of lipsticks, and a makeup collection for eyes.

Now five years after having developed a successful, unique vision for Christian Louboutin, Alexis Mourot, Christian Louboutin Chief Operating Officer and General Manager, says that “Puig is the best partner to bring our beauty business to the next level while understanding and protecting our DNA and keeping our existing high positioning in the market,” and went on to thank Burns-McNeill and Ghusson who brought the brand to this level.

“Puig will be able to develop my vision of beauty according to the brand values,” commented Christian Louboutin.

Marc Puig – Chairman and CEO of Puig – states: “We are delighted to sign this agreement with Christian Louboutin. We respect his brand and creativity and we want to build on his original and innovative presence in the beauty territory.”

Christian Louboutin currently has 140 boutiques around the world carrying women’s and men’s shoes, handbags and small leather goods.



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## Victorinox becomes new supplier for SWISS Business class amenity kits

Swiss brand Victorinox and SWISS Airlines have introduced newly refreshed amenity kits for the airline. The kits became available exclusively for SWISS business class passengers on long-haul flights in an agreement that covers the next three years. The new collection consists of six different models that feature Victorinox' high quality, elegant design and multifunctional details.

Victorinox, maker of the popular "Original Swiss Army Knife", has also been producing high-quality travel gear for the past 20 years, and has extended the idea of the multifunctionality of the Original Swiss Army Knife to the design of the new amenity kits for SWISS.

Six different amenity kits have been developed. Victorinox says that the collection stands out by its multifunctionality and surprises

with well thought through details.

Some of the amenity kits can be combined with each other by snapping them together and creating a new kit entirely.

The collection on long-haul flights from Switzerland includes an elegant passport cover or a toilet bag with convenient inside pockets. On long-haul flights to Switzerland, passengers receive a high quality metal tin inspired by the popular Victorinox *Spectra* case. The tin can be re-used after the trip as a dopp kit.

Over the next three years Victorinox amenity kits will be updated periodically to give SWISS business class traveler new amenities. In 2018, passengers have the opportunity to win attractive prizes when taking part in a Fly & Win online promotion. For more details, go to: <https://flyswiss.victorinox.com>.



## B+D joins forces with IBBI for North American travel retail sales push

Specialist eyewear manufacturer B + D has partnered with International Brand Builders Inc (IBBI) to expand distribution throughout North America. The focus will be on Duty Free channels in the USA, Canada, Central America, and the Caribbean.

B + D will be showcasing its new collections at the Summit of the Americas, including the BRIDGE model that is thin, light weight, and was well received at the Cannes and FDFA shows in 2017.

B+D will also feature its innovative new Blue Ban readers that filter harmful light from electronic mobile devices, which were also exceedingly popular at the TFWA and the FDFA shows.

In addition to the readers, B+D will present additions to the Copenhagen Sunglasses collection. B+D CEO, Roberto Crom says that the new Solskin range was designed bearing in mind the "easy to exhibit, easy to sell" motto.

"In addition to a great assortment of three essential sunglasses styles at very affordable prices, we will be offering retailers a creative packaging solution that makes purchasing easier for the final consumer. The range and the merchandising solutions we offer were specially conceived for high traffic locations," said Crom.

Katherine Sleipnes, President of IBBI comments: "We are excited to share these innovative readers with our retailers, and add European style and technology to their current reader assortment. The B+D brand is in line with our goal to bring new and affordable luxury products to our customers and add impulse items such as the BRIDGE to their current classic assortment. We will also feature their compact self-select fixtures at the show, helping retailers visualize how B+D can add excitement and color to the category."

The B+D range can be seen at the IAADFS/ASUTIL Summit of the Americas in Orlando at Booth no. 930



## Buckley London returns to Orlando with first ever men's collection

Buckley London is returning to the Duty Free & Travel Retail Summit of the Americas with an exclusive preview of their latest jewelry collections, including the first 'Buckley London For Him' collection.

This is Buckley London's first range designed for men and the company predicts it will be a huge hit with retailers and consumers. Showcasing a striking collection of trend led bracelets, bangles and cufflinks, the collection brings together wrapped leather, stainless steel and polished metals alongside semi-precious beads and intricate skull details.

The Buckley London For Him collection will be displayed in specially designed packaging and



retail display material, with accompanying point of sale imagery.

Buckley London, best known for providing British heritage inspired designs in the style of fine jewelry without the expensive price tag, will again highlight best sellers as its Royal Celebration collection. The star product this year is a beautiful new ring inspired by the engagement ring given to Meghan Markle by HRH Prince Harry. The Meghan Sparkle ring will come beautifully presented in a commemorative gift box showing the wedding date of HRH Prince Harry and Meghan Markle, 19.05.2018.

Buckley London is introducing charm bracelets with on trend Mexican themed charms, sea life charms inspired by cruise holidays

plus an update to its bestselling London charm bracelet.

It will also showcase a range of newly designed retail display solutions which Buckley London will bring to market in 2018.

Amy Donlon, Head of Sales for Buckley London said: "With an increased focus on our presence in the Americas, we are very excited to be returning to The Summit of the Americas this year. We will be unveiling a host of never before seen products, offering something different for our customers alongside our newest core collections which stay true to Buckley London's British heritage."

Buckley London is exhibiting in Orlando at stand 1131.



**EDRINGTON AMERICAS  
TRAVEL RETAIL  
has an opening for a  
Marketing Associate**

**Objective**

The Marketing Associate role provides support to the Regional Marketing Manager with the strategy, planning and developing of consumer and trade marketing programs as well as monitoring competitive activity.

The Regional Marketing Manager provides relevant metrics and qualitative feedback from the sales team to assist with program evaluation and implications for future investment.

These responsibilities include Marketing Management, Public and Press Relations and Digital Marketing.

**Requirements**

Bachelor's Degree  
(MS is a plus).

2-3+ years of relevant experience preferred.

Strong proficiency with Microsoft Excel skills, PowerPoint and Photoshop with the ability to work with data from multiple data sources.

Must be able to work and develop relationships in a cross-functional team.

Must have excellent interpersonal and written/verbal communication skills.

Fluent written and spoken English and Spanish is required.

Strong project management skills, attention to detail and the ability to meet aggressive deadlines and manage multiple projects simultaneously.

Willingness to roll up your sleeves and do whatever it takes to help your team win.

Ability to multi-task and effectively prioritize efforts in a fast-paced, change oriented environment where continuous innovation is required.

Demonstrate a proactive approach and drive to improve current procedures and processes.

Must be eligible to work in the US.  
Must be at least 21 years of age.

**Please send resume to**

[Lilian.Sanchez@edrington.com](mailto:Lilian.Sanchez@edrington.com)



**COTY**  
Is looking for an  
**Area Sales Manager**  
to join our

**Travel Retail Americas Team.**

This position will be responsible for achieving Sales and Profit Plan, account management on the North America territory (including negotiating/ implementing marketing plans & supervising in-store execution) and managing a team of Retail Specialists.

**Qualifications:**

Minimum 3-5 years' experience in sales in an International environment

Excellent written and spoken communication.

Strong Analytical skills  
Fluent in English.

Spanish and/or French a plus.  
Industry knowledge and Travel Retail experience a plus.

Must be able to travel up to 50% of the time.

Position is based in Miami.

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**WEBB Banks**

has an opening in Miami for a  
**Finance Manager**  
to join its Caribbean and Latin American domestic business and its Global Travel Retail Division.

You will have an active role in ensuring financial stability of the business, managing cash flow, budgeting, pricing and reporting.

**Responsibilities include:**

Oversee operations of the finance department, set goals and objectives; Analyze cost, pricing, variable contributions, sales results;

Develop finance trends and projections, review and evaluate cost reduction opportunities, Manage preparations of the company's budget, Liaise with outside accounting firm, etc.

**Required Experience**

Bachelor's degree in finance, accounting or economics (Master's degree not required but is a plus).  
Proven experience as a Finance Manager.

Proficient use of prevalent financial software.

Strong interpersonal, communication and presentation skills required.

Able to manage, guide and lead employees to ensure appropriate financial processes are utilized. A solid understanding of financial statistics and accounting principles is required.

Professional qualification such as CFA/CPA is not required but is a major plus.

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**GODIVA GTR**  
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**Account Manager**  
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**PURPOSE**

Responsibilities include delivering sell-out, sell-in and EBIT while respecting the brand equity by implementing the negotiated animation plans, seizing opportunities in the point of sales, undertaking regular field visit, training the sales staff, controlling the merchandising and developing a strong customer relationships.

**POSITION REQUIREMENTS**

Minimum 3 year experience in a commercial or similar role in a multinational FMCG or Luxury company within TR

Business Degree

Fluent in English and other languages as required by the region

Knowledge of MS Office

Strong negotiation skills

Understanding business dynamics and sensitive to premium market brands

Ability to build relationships and sensitivity to multicultural environment

Good planning & organization skills

Customer focused and results oriented

Strong communication and training skills

Ability to deal with ambiguity

Must be able to travel up to 50%

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### HERMES PARFUMS

has openings for an  
**AREA SALES MANAGER – US TRAVEL RETAIL**

Miami office  
The Area Sales Manager will be in charge of managing East and West Coast of US Travel retail and Inflight accounts to develop the Hermès Parfums business in this high-potential area.

Our client portfolio is composed of 10 DF accounts, 2 Inflight clients - 69 Duty Free doors / 5 airlines

#### Requirements

4 to 6 year experience in luxury fragrances and/or cosmetics, ideally in North America Travel Retail – Bilingual English/Spanish. –

US citizenship or green card if possible. Visa will be considered for strong candidates –

Excellent with MS Office, Excel in particular –

Very open to travel extensively and work extended hours –

Ready to work in a small, multi-task and fast-growing team environment  
Excellent organization, analytical and human skills

### ACCOUNT EXECUTIVE – US TR

General role: In coordination with the US Travel Retail Area Manager, the account executive will be in charge of animating and developing the fragrance activity business within Travel Retail stores, to ensure and develop sell out in the territory, in respect to the strategy – Improve image and visibility

### JUNIOR BUSINESS CONTROLLER

Reports to Business and Operations Manager

The Operations Coordinator will be directly reporting to the Business and Operations Manager and will be responsible for forecasting, sales operations, pricing, accounting and administrative topics.

Minimum Education Required:  
Master degree

Minimum 1 year experience. Luxury goods or fragrance is a plus.

Fluency in English, Spanish (and French a plus) –

Excellent computer skills and software skills: excellent with MS Office, Excel and Powerpoint – Excellent organizational, analytical and interpersonal skills –

Able to find solutions or come up with recommendations - Strong interest in Fragrances and Hermes core values.

Please send resumes to  
[emmanuelle.refalo-lopez@hermes.com](mailto:emmanuelle.refalo-lopez@hermes.com)

### Clarins Americas Export & Travel Retail

has an immediate opening for a  
**Brand Manager**

in our corporate office in Miami  
**Responsibilities include, but are not limited to:**

This position will maintain the flow of information regarding new Export developments, launches and promotional activities, coordinate and implement marketing projects with responsibilities that include forecasting and ordering, budgeting, promotional activities coordination, special events, communication and merchandising.

#### Marketing, Launches & Promotional Activities:

Collaborate closely with the Area Managers on the implementation of monthly launches (products + all the related supportive tools) And Specific promotional activities (GWPS / SPP / HPP / SPECIAL SPACES / etc.)

#### Responsible for A&Ps:

Collaborate to the A&P construction based on bespoke marketing plans by client; Work closely with Area Managers and Finance in order to get all the necessary information

#### Merchandising:

Work to have the best merchandising possible in each TR POS.

#### Reporting & Data Management:

Management of the Order Flow (recap of sales forecasts, with valorization and split by month). Monthly stock analysis and discontinuation lists update. Regular check of novelties' performances.

#### Special Events:

Attend and present at the yearly Export Seminar and any other Internal Seminar.

Attend and present to the main clients (DFA, ISHOPPES, DUFY, DFS, etc.)-more

#### Requirements:

Good academic background with tertiary education  
Relevant skin care/export industry experience in marketing management

Successful track record of managing a Brand

Able to formulate business strategy and carry out implementation plans

Good communication and presentation skills

Fluency in English and French will be an advantage.

Equal Opportunity Employer  
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[Amanda.Brinkerhoff@Clarins.com](mailto:Amanda.Brinkerhoff@Clarins.com)

### ACTIUM

has an opening in Miami for a  
**Customer Service Specialist**

for distributor of luxury goods representing the Caribbean.

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

Responsible for maintaining and updating internal reports and systems by direct contact with clients, warehouse and brand. MUST be able to work with little to no supervision; strong follow-up and organizational skills are a must.

Bachelor's degree in related field 1-3 years of relevant professional experience

Bilingual English - Spanish.

French is a plus

Excellent written and verbal communication skills

Attention to detail/ accuracy

Time management and sense of urgency

Proficiency in Excel

Proficiency in Quickbooks

Please send your CV to:

[prodriques@actium.us](mailto:prodriques@actium.us)

### THE SHISEIDO GROUP COMMERCIAL ASSISTANT/MARKET COORDINATOR

The Shiseido Group has an immediate opening for a full-time Commercial Assistant/Market Coordinator position in the Miami office.

The ideal candidate must possess exceptional customer service skills.

This position will be responsible for processing orders, serve as support to the sales, marketing and operations departments, as well as act as main liaison with logistics.

This position calls for knowledge of all MS Office applications (with strong proficiency in Excel) and ability to learn new programs/systems.

#### Contact Information:

[gcamplani@sac.shiseido.com](mailto:gcamplani@sac.shiseido.com)

Ref : MCCOSM



### TAG Heuer

Caribbean & Latin America has an immediate opening for the following position:

#### Trainer – Merchandiser Coral Gables, FL

Reporting to the Director of Marketing, this position is responsible for delivering product and merchandising training programs in the CLA / Caribbean & Latin America region (includes Travel Retail doors in North and Latin America, Caribbean, as well as Cruise Ships) to create a fleet of TAG Heuer "experts" at the retail level and to deliver perfect merchandising execution in all stores.

Knowledge, Skills & Abilities

- Excellent Presentation Skills (to represent TAG Heuer as a subject matter expert)
- Must be fluent in English and Spanish. Portuguese is a plus.
- Expertise with MS Office Suite – Excel, Power Point, Word.
- Ability to work effectively in a fast-paced and dynamic environment.
- Ability to work independently with minimal supervision.
- Ability to manage multiple projects simultaneously with strong attention to detail and follow-through.
- Good understanding of the luxury environment and of the Caribbean & Latin America culture.
- Ability to travel up to 70%

Education and Experience

- Bachelor Degree
- Minimum 4 years' experience in retail and training
- Project management experience is a plus.

To apply, please go to:

<http://human-resources.tagheuer.com/en/job-offers/job-details.php?jobId=113175>