

Bacardi to acquire Patrón Tequila for \$5.1 billion

Family-owned Bacardi Limited announced today it will acquire 100% of Patrón Spirits International AG and its ultra-premium Patrón brand.

The transaction, which is subject to customary closing conditions, follows the successful relationship the companies have had for nearly a decade since Bacardi's initial acquisition of a significant minority stake in Patrón in 2008. The transaction reflects an enterprise value for Patrón of US\$5.1 billion and is expected to close in the first half of 2018.

According to the most recent IWSR data, this transaction will make Bacardi the number one spirits player in the super-premium segment in the U.S. and the second largest spirits company in market share by value in the critically important United States market.

The Patrón leadership team, including Chief Executive Officer Edward Brown, Chief Operating Officer David R. Wilson, and Chief Marketing Officer Lee Applbaum, will continue in their roles.

Tequila is one of the fastest-growing and most attractive categories in the spirits industry, with Patrón being the clear market leader in the super-premium segment. Super-premium brands continue to experience the fastest growth, and the trend is expected to

continue, says Bacardi in its statement announcing the acquisition.

"We started this business more than a quarter century ago with a singular mission – to create an ultra-premium, luxury tequila," said John Paul DeJoria, co-founder of Patrón tequila. "Today, with that continued commitment to quality and several other extraordinary brands in our portfolio, we produce more than three million cases of distilled spirits annually that are enjoyed around the world. I am proud of what our entire organization has accomplished, and the work we do in giving back to the people and communities in which we operate."

"Patrón and Bacardi were both founded on the principles of quality, integrity, and innovation, and driven by a sense of fearlessness – it's in our DNA," said Facundo L. Bacardi, Chairman of Bacardi Limited. "It has been a privilege being a partner for a number of years with a remarkable entrepreneur like John Paul DeJoria. John Paul's vision, integrity, and courage are responsible for introducing the world to simply perfect tequila. As we move forward together, we will continue to pursue perfection as the guiding light in everything Patrón stands for."

Barry Kabalkin, Vice Chairman

of Bacardi Limited and a member of the board of directors of Patrón since 2008, added, "Patrón is one of the world's most coveted spirits brands, and we are thrilled to take our long-standing relationship to the next level. Working with the extraordinary team at Patrón, for whom we have the highest possible respect, we will stay true to our shared values. That's a promise I made to John Paul, a one-of-a-kind visionary, and to Ed Brown, who over a period of nearly 20 years has successfully turned Patrón into an industry phenomenon. Patrón is a brand that transcends the tequila category and will uniquely complement the Bacardi portfolio of premium brands."

"Adding Patrón to the Bacardi portfolio creates a tremendous opportunity for the brand outside of the United States as Bacardi's international distribution network will help grow Patrón around the world, increasing scale in the U.S. and globally," said Mahesh Madhavan, CEO of Bacardi Ltd. "I look forward to working with the talented team at Patrón."

"Patrón is more than just a brand we have built; it has been a personal passion for nearly 20 years. I truly consider the Patrón team my extended family," said Patrón President and CEO Edward Brown.

Continued on page 3

Dufry sets price of Hudson IPO

Dufry Group has filed an amendment to its registration statement with the U.S. Securities and Exchange Commission (SEC) relating to the proposed initial public offering (IPO) of its wholly-owned subsidiary, Hudson Ltd.

The company will make 39.42 million Class A shares available priced between US\$19 and US\$21. The Class A common shares have been approved for listing on the New York Stock Exchange under the symbol "HUD", subject to official notice of issuance. Dufry intends to retain majority ownership of Hudson Ltd.

In other Dufry news, the global travel retailer has inaugurated its remodeled store at **Sharjah International Airport** to create a state-of-the-art walkthrough retail space covering 1,793sqm. The Middle East is one of Dufry's focus growth areas, for which a whole variety of shop concepts and tailored services can be provided, says the company.

TR industry icon **Doug Newhouse** has joined the **IWSR** travel retail team as a senior consultant. Newhouse's illustrious career included positions as editorial director and part-owner of the *Travel Retail Business* (Oct 1997-Dec 2017); he also founded *Duty Free News International* (1987-1997). Doug, who "retired" from full-time journalism last year, tells *TMI* that the new position is part-time.

LVMH has brought back **Hedi Slimane** as artistic, creative and image director of **Céline**. Slimane is credited with driving the **Yves Saint Laurent** brand to more than one billion euros in sales during his four years at the helm of the brand, ending in 2016. Prior to that, he helped create **Dior Homme**. As of February, he will now direct all Céline collections, extending to men's fashion, couture and fragrances.



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Estée Lauder and Expedia team up to celebrate the Beauty of Travel

It appears that Estée Lauder is adapting elements that have proven successful in duty free and reaching out to an audience beyond the airport for a travel-related activity.

The company has launched a very interesting omni-channel, travel-related campaign in North America that teams up with travel specialist Expedia.com and combines a variety of touch points – from blogging to a visit to a brick and mortar location. This marks the first time Estée Lauder is teaming with a travel brand to provide customers a new way to experience its beauty products.

The campaign offers customers a chance to win a variety of dream vacations which the company says influenced the Estée Lauder North America Spring 2018 Gift-With-Purchase collection.

“As a brand, we are committed to creating meaningful experiences for our customers and this collaboration allows us to offer a unique opportunity combining beauty and travel,” said Senior Vice President, General Manager, Estée Lauder North America, Lisa Sequino.

The contest runs through mid-May and there is an

opportunity to win one of 10 trips to 8 destinations, including Bali, Palm Beach, Santorini, Capri, Tahiti, the French Riviera, Morocco and Riviera Maya.

To enter each contest, shoppers must visit a participating department store retailer in the U.S. and Canada, and make a qualifying purchase of \$37.50 USD/48.20 CAD, at which time they will receive a gwp (an exclusive printed cosmetic bag combined with a curated selection of best-selling product samples).

They then need to share a selfie of their best makeup look for a dream vacation on Instagram with the hashtag #esteexexpediapcontest along with the unique hashtag for the specific vacation, for example #flymetobali, #flymetopalmbeach. Customers can also enter the contest by email.

The company ties the contest into the brand by explaining that it was also inspired by brand founder Estée Lauder's love for travel.



Kiehl's celebrated its biggest TR holiday collection to date

Kiehl's presented a very special set of products and packaging in travel retail during the 2017 Holiday season.

Continuing its tradition of partnering with some of the world's most renowned and cutting edge artists such as Jeff Koons, Kaws, Kenny Scharf, Peter Max and Jeremyville, this year Kiehl's collaborated with graphic artist Kate Moross, known for her dynamic use of color and graphic treatments, to create fun and festive gifting packaging.

The Kate Moross holiday packaging graced special editions of Crème de Corps, Crème de Corps Whipped, Ultra Facial Cream, and Calendula Toner, the iconic products of the brand.

For the first time, Kiehl's added its Midnight Recovery Concentrate, Butterstick Lip Treatment and special edition Grapefruit, Lavender, and Coriander bar soaps to the Special edition holiday collection.



Kiehl's also introduced a special edition Mickey Mouse adorned Crème de Corps, along with custom “Mickey” patterns on holiday gifting sets, totes, gift bags and more.

The Kiehl's x Kate Moross Holiday collection also includes celebratory customizable gift sets for travelers who wish to personalize their holiday gifting with the Kiehl's products of their choice.

Left: Kiehl's in Dufry Denver

Roust Group to take back GTR business from Rémy Cointreau

Roust Group, the world's second largest vodka producer and the makers of Russian Standard Vodka, has announced a new organizational structure to directly manage the company's global travel retail business.

Since 2009, Roust has had a long-term relationship with Rémy Cointreau in Global Travel Retail, which covered distribution of Russian Standard Vodka.

Beginning April 1, 2018 Roust Group will manage Global Travel Retail operations from Roust's International office in London, selling directly to the key Global Travel Retail customers. The portfolio includes international vodka brands — Russian Standard Vodka, Żubrówka Bison Grass, Green Mark, Sopllica, Kauffman, Parliament and Talka as well as Italian sparkling wine and vermouth brand, Gancia.

Russian Standard Vodka has become the 5th largest vodka brand by Value in Global Travel Retail (IWSR, 2017), with depletions consistently growing year on year in a declining vodka category. Russian Standard is distributed in over 80 countries in Global Travel Retail.

Roust and Rémy Cointreau will continue their joint-cooperation in a number of key domestic markets, including Russia, Poland and Hungary.



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Nestlé to sell U.S. confectionery business to Ferrero

Nestlé last week announced that it is selling its U.S. confectionery business to Ferrero for US\$2.8 billion in cash. The transaction is expected to close around the end of the first quarter of 2018 following the completion of customary approvals and conditions.

Nestlé's 2016 U.S. confectionery sales reached about US\$ 900 million. However, this only represents about three percent of U.S. Nestlé Group sales. Nestlé says that the sale will allow it to focus on non-candy products from its U.S. division like pet products, bottled water, coffee, frozen food and baby nutrition.

Ferrero will acquire more than 20 American brands with strong awareness, including chocolate brands Butterfinger, BabyRuth, 100Grand and Raisinets, and sugar brands such as SweetTarts, and Nerds.

With this transaction, Ferrero will become the third-largest confectionery company in the U.S. market where it is best known for Tic Tac breath mints, Ferrero Rocher pralines, Nutella hazelnut spreads, the Fannie May and Harry London chocolate brands, and the Ferrara Candy Company, which it recently acquired and includes Trolli, Brach's and Black Forest Gummies.

Ferrero will acquire Nestlé's U.S. manufacturing facilities in Illinois, and the confectionery-related employees, and will

continue to operate through the offices in California, as well as from its other current locations in Illinois and in New Jersey.

The transaction covers the U.S.-focused confectionery brands only and does not include Nestlé's Toll House baking products, a strategic growth brand which the company will continue to develop. Nestlé says that it remains fully committed to growing its leading international confectionery activities around the world, particularly its global brand KitKat.

Nestlé CEO Mark Schneider commented: "With Ferrero we have found an exceptional home for our U.S. confectionery business where it will thrive. At the same time, this move allows Nestlé to invest and innovate across a range of categories where we see strong future growth and hold leadership positions, such as pet care, bottled water, coffee, frozen meals and infant nutrition."

"We are very excited about the acquisition of Nestlé's U.S. confectionery business, which has an outstanding portfolio of iconic brands with rich histories and tremendous awareness," said Giovanni Ferrero, Ferrero Group executive chairman.

FERRERO



"In combination with Ferrero's existing U.S. presence, including the recently acquired Fannie May Confections Brands and the Ferrara Candy Co., we will have substantially greater scale, a broader offering of high-quality products to customers across the chocolate snack, sugar confectionery and seasonal categories, and exciting new growth opportunities in the world's largest confectionery market."

Bacardi to buy Patrón

Continued from page 1.

"As Bacardi has had an ownership stake in Patrón for almost a decade now, and truly knows and appreciates our unique business, they are the best and most logical steward to continue our pursuit of perfection," continued Brown.

Following the closing of the deal, DeJoria will serve as an ambassador for Patrón in the role of Chairman Emeritus and intends to work with Bacardi in further advancing their combined dedication to philanthropic projects and environmental consciousness.



Richemont launches offer for full control of e-commerce company YNAP

Swiss luxury conglomerate Richemont SA has made a public tender offer to buy the shares in luxury fashion e-commerce company Yoox Net-a-Porter Group SpA that it doesn't already own, equivalent to about 50% of the company. Richemont, which is already YNAP's largest shareholder, merged its Net-a-Porter company with rival Yoox in early 2015, forming the world's largest fashion e-tailer.

When this latest sale is completed, Richemont will own the full business. According to the *Business of Fashion*, Richemont is offering €38 per share for a total of about €2.7 billion. The offer represents a 26% premium over the closing price of the stock on the Milan Bourse on Friday afternoon.

Commenting on the offer, Johann Rupert, Chairman of Richemont said that the company was "very pleased with the results achieved by Yoox Net-a-Porter Group's management team, led by Federico Marchetti," and that it would invest in expanding YNAP. The deal also gives it a way to further develop web sales for its own brands.

"With this new step, we intend to strengthen Richemont's presence and focus on the digital channel, which is becoming critically important in meeting luxury consumers' needs," said Rupert in the official statement.

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TIFFANY & Co.

TRAVEL MARKETS
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Coty and Tiffany & Co. adorn duty free posts with the iconic Tiffany Blue Box during holiday launch of new Eau de Parfum

Travelers passing through many key airports over the holiday season were treated to the view of one of the most highly recognized – and highly coveted – brand packaging designs with visuals of Tiffany & Co's iconic signature blue box adorning duty free windows and entrances.

The striking visuals heralded the launch of the luxury Tiffany Eau de Parfum, the jeweler's first fragrance in 15 years and its first in partnership with Coty, which was tapped to create a new line of Tiffany-branded fragrances in January 2016.

The new Tiffany Eau de Parfum debuted in New York's Bloomingdale's on August 1, and began rolling out to worldwide markets in October. Shilla Duty Free opened a special experiential travel retail pop-up at Singapore Changi Airport between Oct. 1 and Nov. 11 at the Terminal 3 Departure area in front of the Tiffany & Co. boutique.

Travelers at Changi were able to sample and purchase the new Tiffany & Co. fragrance, enjoy live calligraphy events and a complimentary bottle engraving service to customize their own bottles with their names with purchase of fragrance.

The iconic Tiffany Blue Box



activation showcasing Tiffany Eau de Parfum is now featured in New York's JFK International Airport at Terminal 4 through February 15.

The activation was produced and engineered by retail-focused design agency Bloommiami and designed by Fieldwork. The one-of-a-kind JFK installation recreates the famous Tiffany storefront windows complete with product glorifiers, backlit transparencies, and illuminated acrylic etched with the perfume bottle outline.

Commissioned by Coty, the pop-up also includes 18 46-inch video monitors synced to two high-definition Tiffany & Co. lifestyle videos.

Bloommiami says that it used luxury-driven materials to create



The stunning Tiffany & Co. Blue Box activation created by Bloommiami for the jeweler's new Eau de Parfum is running at JFK T4 through Feb. 15.

the 376 square foot activation that included polished white marble, polished and satin stainless steel, and Tiffany's registered Pantone Tiffany blue on the installation's exterior.

"Every design detail in this activation is meant to bring emotion, atmosphere and luxury nuances of Tiffany's store and envelope travelers in the Tiffany experience," said Darin Held, partner at Bloommiami.

Created by world-renowned master perfumer Daniela Andrier of Givaudan, Tiffany Eau De Parfum is a bold sparkling floral musk with top notes of vert de mandarine, heart of precious iris flower and a base of patchouli and

The glass flacon takes its inspiration from the house's most iconic diamonds. The elaborate faceting work at the base recalls the 128.54-carat Tiffany Diamond and the geometric lines of the shoulders mirror the house's Lucida-cut diamond engagement ring.

A hint of Tiffany Blue accents the collar in the house's signature T pattern. Disguised under the cap is a metal plaque engraved with the Tiffany & Co. logo. The fragrance is presented in the internationally recognized signature Tiffany Blue Box.

The Tiffany fragrance is represented in the Caribbean and parts of Mexico by Tairo International.

L'Oréal and David Beckham launch House 99 men's grooming brand

L'Oréal and David Beckham have launched House 99, a complete collection of 21 men's grooming products, designed to "conquer every style ambition," says the company. House 99 will be available in Travel Retail from March 2018, beginning with a featured podium that will highlight the range at Heathrow airport in London from March 1.

Beckham, the man with one of the most recognizable faces on the planet, is well known for creating his own style, and is adapting this legacy to the new grooming collection. David Beckham started out as a London-born footballer who made it normal to change your look, and in doing so played a role in redefining male culture, not just in the U.K. but across the world.

House 99 is said to be all about experimentation and helping men create their own new look. Beckham says that he and the L'Oréal team have taken their time and done a lot of research to create quality products; spending months testing formulas at the labs and with barbers, picking ingredients, fine-tuning the brand logo, packaging, and even the products' names.

The range currently consists of three beard care products, three shaving products, three shampoos, five styling products and five face care essentials to suit every male skin type.

The highlight of the body care range is a Tattoo Body Moisturizer SPF30, to help keep tattoo colors bright.

Beckham explains that the name House 99 reflects his goal to build an inclusive community through the brand while '99 honors the year that he got married, and his team Manchester United won the treble, and his eldest son, Brooklyn was born.





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Breitling Caribbean

Has immediate opening for the following position

Marketing Coordinator:

Responsibilities Include

- *Process Co-op submissions, invoices and coordinate end of year reports.
- *Update daily advertising budgets.
- *Facilitate in-store visual/transparency merchandising requests from POS in keeping with corporate guidelines.
- *Order creative for print media and approve tag lines.
- *Fulfill outdoor creative needs
- *Coordinate media agency requests
- *Liaise closely with marketing director on other marketing initiatives and events as needed.

Position Requirements:

- *Full Time, Miami based office-local candidates.
- *Minimum 3 years of relevant professional experience.
- *Exceptional MS office skills.
- *English a must, Spanish and other foreign languages a plus.
- *Outstanding organizational, communication and presentation skills.
- *Strong attention to detail.

Please send resumes to
Heidi.dettinger@breitling.bs



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**Executive Assistant
to the President
BREITLING Caribbean**

Specific responsibilities include but are not limited to:

- *Type letters, reports, e mails from electronic Dictaphone. *Reformat documents drafted by executives and send out.
- *Work multiple priority activities that require considerable coordination and follow through to meet deadlines and requests. *Maintains President's highly active calendar by setting, monitoring, and confirming appointments; reminding President of schedules; preparing visitors material reports and developing itineraries-travel plans.
- *Work independently and/or within a team on special projects as assigned.
- *Liaise with clients/partners.
- *Utilizes knowledge of company culture, operations, policies, procedures in performing duties with minimal direction/supervision.
- *Keeps copious notes at all meetings, attends meetings president is unable to attend. Manages and orders office supplies.

Position Requirements:

- *Full Time, Miami based office local candidates.
- *Minimum 3 years of relevant professional experience.
- *Exceptional MS office skills. *Pro-active.
- *Strong attention to detail.
- *Excellent interpersonal skills.

Please send resumes to:
info@breitling.bs



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**Sell-In Sell-Out Analyst
for the Miami Office of
BREITLING Caribbean**

Using proprietary analysis and reporting tools, position will monitor and access performance and support management decision making.

Specific responsibilities include but are not limited to:

- *Extracting and interpreting data.
- *Updating and running statistical models, tracking results against forecasts, and fine-tuning future Forecasting.
- *Creating budget modeling through sales analysis, interpretation of future forecasting variables.
- *Build reporting structures on SKU, category and whole business performance.
- *Prepare key weekly, monthly and quarterly reports via PowerPoint presentations, conference call and or meetings.

Other functions:

- *Developing databases, data collection systems, and other strategies for statistical efficiency.
- *Research, evaluate, and implement new analytic techniques or technologies. *Providing support and training to other analytics staff.
- *Analyze customer sales databases, tabulating sales reports for contest results.

Position Requirements:

- *Full Time, Miami based office local candidates.
- *Minimum 3 years of relevant professional experience.
- *Exceptional analytical and MS office skills.
- *Strong attention to detail.

Please send resumes to
[:info@breitling.bs](mailto:info@breitling.bs)



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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>

NEW**William Grant & Sons**

has an opening for a
Regional Marketing Specialist, Americas
to join its
Global Travel Retail team
in its Miami office.

You will work closely with the Regional Marketing Manager on the development and execution of all brand, category and new product development activations across North America, LATAM and the Caribbean regions, helping to promote William Grant & Sons brands within the channel.

This includes iconic Glenfiddich, unique Hendrick's Gin, fun Sailor Jerry, and many more.

Responsibilities include

Conducting product trainings; Analyse competitor activity;
Monitor promotional costs and identify new promotional opportunities;
Participate in the NPD agenda for the region;
Audit and direct retail outlets; Provide regional team with the necessary materials and tools, and more.

Qualifications:

Must have previous experience in trade marketing (minimum 2-3 years);
Previous experience in Global Travel Retail channel or the Beverages / Spirits industry;
Strong communication skills;
Ability to multi task and meet deadlines;
Conversational level fluency (or better) in Spanish;
Culturally aware.

About William Grant & Sons

William Grant & Sons is an independent family-owned company, founded by William Grant in 1887. Today, it operates in over 130 countries.

Please send your resume and cover letter to
polina.sharova@wgrant.com

NEW**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:

Forecasting & Ordering:
Avg. 15 novelties forecasted per year: 10 Skincare+5 Make-Up) plus TR specific item (Sets/GWPs).

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, DUFREY, DFS, etc.)-more

Requirements:

Good academic background with tertiary education
Relevant skin care/exporta 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.

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Amanda.Brinkerhoff

NEW**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 3rd 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

NEW**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

Ref : MCCOSM

NEW

A prominent
Luxury handbag brand
is looking for a
Travel Retail Manager

Based in New York City or Miami

Responsibilities include:

Identify and communicate Travel Retail/Duty Free opportunities in America, Canada, South/Central and Latin America and the Caribbean;
Define budget, sales targets and strategy for each location;
Build and strengthen relationships with travel retail operators;
Coordinate with the Director of Visual Merchandising to ensure proper product training and execution of visual merchandising standards (4 times per year);
Monitor stock and replenishment;
Responsible for activation at retail;
Store projects from design to implementation;
Attend and organize sales campaigns, trade shows, new location openings, + more

Requirements

Bachelor's degree required;
Minimum 5 years of relevant experience in sales management, brand management and/or merchandising from prominent handbag brands;
Minimum 3 years' experience in Travel Retail/Duty Free with exposure to several in America, Canada, South/Central and Latin America and the Caribbean markets and 1 year minimum of managerial experience;
Solid negotiating skills, can-do attitude and excellent communication skills and the ability to build long-term business partnerships;
Autonomous, self-motivated, team player, sales goals driven;
Ability to prioritize and multi-task;
Strong written and verbal presentation skills;
Proficiency in Excel and Powerpoint
Willing to travel approximately 40% of your time

Please send resume in care of
editor@travelmarketsinsider.net