



Heinemann
Americas, Inc.

Geb. Heinemann to operate retail onboard four Carnival cruise ships in the Caribbean and the Pacific

Two Gebr. Heinemann subsidiaries, Heinemann Americas and Heinemann Asia Pacific, have signed a partnership agreement with Carnival Cruise Line to manage the retail concessions for four Carnival Cruise Line cruise ships, with operations commencing in the first half of 2018.

In the Americas, Heinemann launched its first duty free store last week, onboard the *Carnival Liberty*, as the ship got ready to set sail from Port Canaveral, Florida to the Bahamas.

Heinemann reports that more than 1,000 customers attended the grand opening.

Heinemann will be opening more stores onboard the *Carnival Fantasy* and *Carnival Ecstasy*, ships that sail from Mobile, Alabama and Charleston, South Carolina to the Caribbean. Stores on Australia-based *Carnival Spirit* will follow in June 2018.

Total retail space on the four cruise ships will cover more than 1,220 square meters.

This is the first time that Gebr. Heinemann is operating cruise stores in the American and Australasian markets. The stores will carry perfume and cosmetics, liquor, tobacco & confectionery, watches including fashion apparel and accessories.



Caribbean shopping

The majority of passengers onboard Carnival's Caribbean-based ships are from the USA and have booked with the line looking for an affordable, fun-packed holiday. On the *Carnival Liberty*, which sails between its homeport of Port Canaveral in Florida and The Bahamas, the contract calls for two shops covering a total of 299 square meters, with the contract beginning this month. Heinemann will also manage three shops, with a total of 249 square meters, on the *Carnival Fantasy* and *Carnival Ecstasy* respectively, both beginning February 2018.

"We are looking forward to working with Carnival Cruise Line

and this new challenge of starting the first global partnership between Heinemann Americas and Heinemann Asia Pacific. We are also pooling Gebr. Heinemann's extensive expertise in airport retail, distribution and logistics and bringing it to the cruise ship channel," says Nadine Heubel, Managing Director of Heinemann Americas.

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MATCHA

A healthful collection of Japanese tea powder



Tea Forte
The Exceptional Tea Experience

PEOPLE

Benito Mendez has joined **Hard Rock International** as VP, Merchandising & Logistics. Mendez previously spent 16 years with *Starboard Cruises Services* in a variety of merchandising and planning positions, and was named VP, Merchandising in 2011.

Elizabeth Cifuentes, another *Starboard Cruise Services* alumnus, also joined **Hard Rock International** as planning manager. Cifuentes joined Starboard in 2005 and held a variety of planning positions over this time.

Yves de Launey has joined **Moët Hennessy** a Vice President, Private Client based in New York. The luxury goods specialist was previously with *Remy Cointreau*, and such brands as *Cartier*, *YSL Beauté* and *Lanson Champagne*.

Safilo has appointed **Andrea Busato** Commercial Head of Latin America where he will be based in Miami, Safilo's Latin America HQ, as of February 1, 2018.

Busato joined Safilo in 2012 as CFO for EMEA, bringing 15 years of experience from positions at *Diesel*, *Salvatore Ferragamo* and *Deloitte*. He became Global Sales Operations Director in 2014, and joined the Global Leadership Team as Head of Global Sales Operations, in 2016.

"Andrea's appointment represents a further step in the development of our Latin America business...", says **Luisa Delgado**, CEO of Safilo Group. "With our Own Core Brands Carrera and Polaroid leading the growth in the region, the strength to date and important further potential forward for the rest of our portfolio brands, we are on the right path for success in Latin America. The region is becoming a key contributor to the growth acceleration of the Emerging Markets, as envisioned by our 2020 Strategic Plan."

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

Revlon CEO to step down as losses widen Zamora Company adds two brands

Revlon announced on Monday that Fabian Garcia, President and Chief Executive Officer, has stepped down from his position to pursue other opportunities.

Paul Meister, currently a member of Revlon's Board of Directors, will become Executive Vice Chairman of the Board, overseeing day-to-day operations of the company on an interim basis. Garcia will stay on through the end of February to assist with an orderly transition of his duties.

Fabian joined Revlon in April 2016 from Colgate Palmolive, where he led the company's businesses in Asia-Pacific, Eurasia, Latin America and Europe. According to Bloomberg, the Colgate-Palmolive Co. veteran had laid out plans to reach \$5 billion in annual sales within five years when he was appointed.

The announcement of Garcia's departure comes as Revlon reports that Preliminary 2017 Fourth Quarter net sales were approximately \$785 million, down from \$801 million in the fourth quarter of 2016. Full year 2017 net sales are estimated to be \$2.7 billion, compared to \$2.3 billion in 2016.

The Company estimates that its reported net loss for the fourth quarter 2017 was in a range of \$60 million to \$80 million, compared to \$36.5 million a year earlier.

The full year 2017 net loss is estimated to be in the range of \$165 million to \$185 million, compared to \$21.9 million in 2016. The loss includes a write down of \$11 million relating to Revlon's

Global Color Brands division.

Despite the widening loss, the Company delivered strong results on the Elizabeth Arden Integration Program, realizing approximately \$70 million of synergies and cost reductions in 2017.

Commenting on the preliminary results, Revlon's Chief Operating Officer, Operations and Chief Financial Officer, Chris Peterson, said, "With the momentum that we generated in the fourth quarter of 2017, we are confident that the combination of our \$260 million of 2017 Adjusted EBITDA, the synergies and cost reductions remaining to be captured through the Elizabeth Arden Integration, and our ongoing business initiatives provide Revlon with a stable foundation for its future success."

Peterson continued, "Although we still have continuing improvements to make, we're encouraged by our fourth quarter results, which represent a sequential improvement from the first nine months of the year. Our liquidity position has strengthened, and Revlon color cosmetics returned to growth in North America. The sector is experiencing a profound shift, but we're gaining momentum on our strategy to respond to the accelerating pace of innovation and increasing migration to digitally-focused consumer engagement. We're also pleased with our continued growth in e-commerce and look forward to expanding our share of this important category."

Spain's Zamora Company has added two brands to its wine and spirits portfolio since the start of the new year, Lolea sangria and the super-premium Martin Miller's Gin.

On January 11, the company reported that it had acquired a strategic stake in Lolea, a brand Zamora CEO Emilio Restoy says "transcends the premium Sangria category."

Launched in 2013, Lolea is a crafted Sangria based on an exclusive recipe combining high quality wine and fruit, available in Red Wine (Lolea N°1), White Wine (Lolea N°2), Dry White Wine (Lolea N°3 or Brut), Organic Red Garnacha (Lolea N°4) and its latest Rosé Wine based sangria (Lolea N°5 Rosé). In just four years, the brand has reached sales of 130,000 cases via distribution in over 60 countries and is currently number one Gourmet Sangria in its Spanish domestic market.

"We are delighted to have the opportunity to work with Lolea's founders who, in a very short period of time and with limited resources, have managed to create an iconic brand and positioning it as the unquestioned leader," says Restoy.

Less than two weeks later, on Jan. 22, Zamora announced it had taken a majority stake in Martin Miller's Gin, the fastest-growing gin in Spain.

Martin Miller's Gin CEO Jacob Ehrenkrona says the gin has strong potential to continue growing as it breaks into new international markets.

In addition to its strength in Spain, the gin has seen strong growth in Central Europe, and in the UK, where sales grew 50% in 2017, adding to a total global volume of 100,000 cases 8.4L. In the key U.S. market, Martin Miller's will continue with the current importer, said Ehrenkrona.

"However, in this partnership with Zamora Company, we will be able to considerably increase investment in brand building in the middle term. What is more, together we can break into new international markets by capitalizing on the sales capacity of Zamora Company without compromising the product's identity or its genuine spirit."

The range of gins also includes Westbourne Strength and 9 Moons Gin.

"These acquisitions are part of the Zamora Company strategic plan with which we aim to constantly add value to the company with people and brands in order to enable us to reach our established goals of building a world class company with world class brands," concludes Restoy.



More pax records for SFO in 2017

San Francisco International Airport (SFO) reports a new all-time record for traffic, serving 55,832,518 passengers in 2017. This milestone represents 14 years of consistent passenger traffic growth, which set new records every year since 2011. While passenger traffic has grown by 36% since 2011, the number of flights at SFO has only grown by 14%, which SFO says validates its smart traffic growth efforts, which encourage airlines to increase capacity by using larger aircraft wherever possible, in lieu of adding more flights.

SFO has also announced four new airlines and five new destinations are confirmed for 2018 to date, all but two of which are international.

ATL world's busiest airport for 20th consecutive year

Hartsfield-Jackson Atlanta International Airport (ATL) has retained its ranking as the busiest airport in 2017, both in passenger traffic and aircraft movements. Pending confirmation from Airports Council International, 2017 marks the 20th consecutive year ATL will be named the busiest airport in the world. ATL remains the only airport ever to reach the 100 million passenger mark in a single year; 2017 is the third consecutive year it surpassed this milestone.

ATL hosted 12,033,865 international travelers in 2017, up 4.86% over 2016's total of 11,475,615 passengers. Cargo development efforts also paid off, as cargo operations increased by 5.66 percent over 2016. Overall, ATL hosted 103,902,992 passengers in 2017, a quarter of a percent less than 2016's total of 104,171,935. ATL also tops the world in aircraft movements, with 879,560 operations in 2017, 2.09 percent less than 2016's total of 898,356.

San Francisco lands among Top 10 city brands in latest Anholt-GfK ranking; Paris remains #1

San Francisco has ranked #9 in the latest Anholt-GfK City Brands Index (CBISM) study, knocking Washington, D.C., out of the Top 10 and surpassing many of the world's great cities. This was the first year the West Coast U.S. city was included in the rankings. Paris remains the world's leading city brand, with London and Sydney following close behind.

Overall, U.S. cities hold three slots in the Top 10 – New York and Los Angeles place in the Top 5.

Nevertheless, the biennial study shows New York slipping one place, from #3 in 2015 (the year of the last CBI study) to #4. Los Angeles, however, held on to the #5 ranking, while Washington D.C. fell from #10 to #13. Boston, which also had its CBI debut this year, came in at #19.

As in 2015, people chose Paris as the #1 city brand among 50 measured cities – the fourth time Paris has taken the top spot since the study began nine years ago. All of the top 10 cities that appeared in the 2015 CBI increased their overall scores, making this a year of strong competition.

City Brands Index research – conducted in September and October 2017 – evaluates the power and appeal of each city's image, providing a holistic and detailed perspective based on six key dimensions: Presence (the city's international status and standing); Place (its physical outdoors aspect and transport); Prerequisites (basic requirements, such as affordable accommodations and the standard of public amenities); People (friendliness, cultural diversity,

how safe one feels); Pulse (interesting things to do); Potential (the economic and educational opportunities available).

CBI also demonstrates the precariousness of cities relying on their nations' brands, says GfK. A number of cities underperform their nation's standing as established in last year's Nation Brands Index. Berlin is a prime example, just managing to hold onto a spot within the top tier of cities.

"This might be surprising, given that Germany as a country took 1st place in the 2017 Nation Brands Index rankings and boasted the most balanced image of all nations surveyed," said Vadim Volos, Senior Vice President of Social and Strategic Research and head of CBI at GfK. "This shows that cities cannot rest on their nation's brand; they must cultivate their own unique images, as well."

Western cities tend to dominate the top half of cities; and in previous years, Western cities benefited noticeably more than Eastern cities in the global public's estimations.

The 2017 CBI shows a change, with marked improvement for many that are not constrained by region or developmental stage. For example, Tokyo is one of only a handful of non-Western cities that ranks within the top half of cities.

After experiencing a score decline in 2013, Tokyo has rebuilt and grown its image in the last

two consecutive CBI studies. Tokyo enjoys the greatest score gain of any city (+1.79) in 2017's CBI, tying for 11th position with Vancouver and surpassing Madrid, Barcelona, Washington D.C., Toronto, and Vienna.

Looking at CBI's Middle Eastern and African regions, Dubai is the only city within this region measured that does not rest within the bottom tier of cities. Dubai falls narrowly outside the top half (27th), with its Presence (15th) and Place (16th) rankings anchoring and propelling its image. Though Dubai is the city within the region with the best reputation, Durban wins the award for most improved (+1.51), which allows it to surpass Cairo.

2017 rank	City	2015 rank
1	Paris	1
2	London	2
3	Sydney	4
4	New York	3
5	Los Angeles	5
6	Rome	6
7	Melbourne	9
8	Amsterdam	8
9	San Francisco	n/a
10	Berlin	7

Heinemann opens first shops with Carnival Cruise Line

Continued from page 1.

"Heinemann Americas was established in 2013 in order to showcase the expertise of Gebr. Heinemann as a key player in the global travel retail industry, and is committed to becoming the first choice for operators, landlords, suppliers and of course passengers, by offering flexible and comprehensive travel retail solutions on a global scale," continues Heubel.

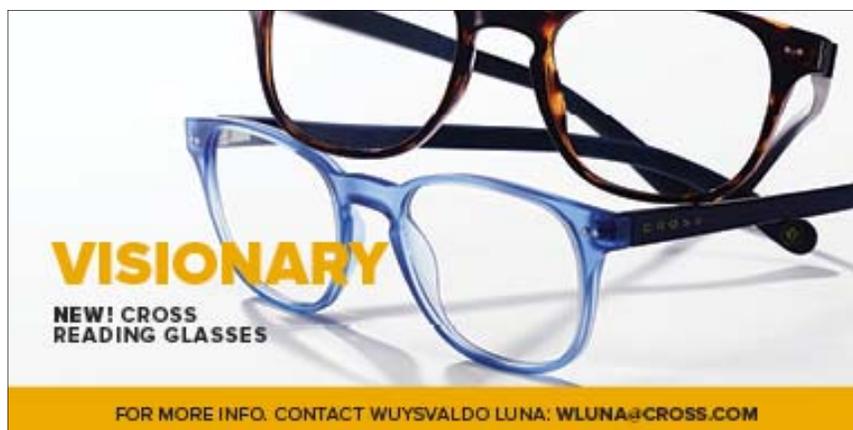
"Carnival Cruise Line is committed to offering our guests the best shopping experiences at sea," says William Butler, Vice President of Retail for Carnival Cruise Line. "We are thrilled to launch this fantastic new partnership with Heinemann and we look forward to introducing numerous new brands and retail concepts while creating an enhanced shopping environment for our guests."

Off the coast of Australia

From June 2018, Heinemann Asia Pacific will operate the largest of the new cruise shops, spanning 424 square meters, on the *Carnival Spirit*, one of two Carnival cruise ships based in Sydney, Australia. The *Carnival Spirit* sails the Pacific Islands and New Zealand for cruises of up to ten days.

Shop design: a local sense of place

For the upcoming redesign of the retail spaces, the two Gebr. Heinemann companies will focus on the concept of a "local sense of place," which has already been implemented successfully at the Heinemann airport shops around the world. Caribbean themes will be reflected in the shop architecture for the vessels sailing U.S. routes. Inspired by the turquoise sea, white sand and beach verandas, Heinemann is using colorful worlds to recreate the typical island setting on board.



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Mazaya brings “Out of World Flavors” to Summit of the Americas as it exhibits for the first time

Is there a Shisha in your future? Jordanian-based Alzawrae -- pioneers in the production and supply of high-end tobacco-molasses and innovators in hookah technology to international quality standards – is bringing its Mazaya brand of flavored Shisha tobacco to the Summit of the Americas, as it strives to expand the base of its success globally. Founded in 2010, Mazaya has grown from three markets to 30 markets in just five years.

“We see huge opportunities for Mazaya in the Americas and are keen to bring the shisha experience to delegates from this part of the world,” says Mazaya brand manager Rawan Elayyan, who plans to exhibit the brand there for the first time.

“We always look for openings where we can offer an added value experience to consumers; one that makes their journey comfortable and entertaining – as well as introducing them to Mazaya of course, in whatever way is permissible,” she explains.

“We know that high profile promotions such as those we run in Dubai and Jordan will not be possible in many airports due to tobacco restrictions but wherever it is possible we plan to create as much theater and excitement as we

can to capture the attention of travelers, introduce the world of shisha, and offer a value shopping incentive,” continues Rawan.

MEADFA

Meanwhile, Mazaya is sponsoring both lunches at the rescheduled MEADFA Conference in Dubai (Jan 28-30). The lunches gave delegates the opportunity to experience the brand’s ‘100 out of this world flavors’ in a relaxed networking environment.

At the heart of the Emirates, Dubai and its neighboring states are one of the most important regions for Mazaya as it seeks to bring shisha tobacco to travel retail markets globally.

“The Emirates acts very much as a trend setter for many Middle Eastern countries,” says Elayyan. “Dubai is a particularly important focus for us and we have invested heavily in promotions both with Dubai Duty Free and via JC Decaux over the past year.

“Our ‘Step Out of this World with Mazaya’ and ‘Wish I Could Shisha in the Sky’ promotions were both very successful and very well received resulting in tangible sales growth, while our sponsorship of DDF shopping bags and JCD monthly advertising spots have



Mazaya uses high-profile activations in airports in the Middle East to create theater and generate excitement for its products. Will airports in the Americas follow suit?

significantly raised brand awareness.”

Elayyan says Mazaya’s investment into high profile activations along with considerable brand building at travel retail trade exhibitions and events is now seeing solid results.

“Business is doing fantastically well,” she continues. “We’ve seen triple digit sales growth in a number of markets including almost 122% year on year in Aldeasa Jordan Airports Duty Free Shops through Dufry. Not only are we seeing sales growth through existing channels but we are also now completing negotiations for new airport listings with a number of retailers both in the region and

beyond. We’ve recently added Sharjah and other new business will be announced very soon. The interest from outside the Middle East is really very exciting, although this will remain our core sales channel of course.”

In Dubai, delegates will be able to view the many different flavors of shisha available via a number of displays, all available in various pack sizes.

“We are now developing exclusive pack sizes and mixes for retailers which we will be happy to discuss in Dubai,” Elayyan adds.

For more information, please email:
rawan.elayyan@alzawrae.com

London Supply raises nearly US\$1 million at latest charity Golf Cup

Argentina-based London Supply Group raised nearly one million dollars for a worthy charity during its 14th annual London Supply Golf Cup Tournament, held at Club de Lago in Punta del Este, Uruguay on Jan. 5.

The record US\$990,228 raised from the event will be donated to the Experimental Provincial School “Las Gaviotas” in Ushuaia, Argentina.

The school was built in 2003 and offers an innovative pedagogical program, suggested by High School “Roberto Themis Speroni” of Buenos Aires. The program encourages reasoning based on understanding rather than memory and fosters arts, proactive learning and teamwork.

The monies raised from the London Supply Cup will help fund construction of a new building, on land donated by the municipality of Ushuaia.

The Foundation thanks the participants and sponsors that enabled the London Supply Cup to take place for its 14th consecutive year, reaching new collection records year after year.

“This new donation of US\$990,228 will allow us to continue offering equal opportunities, our main objective, always focusing on ‘giving more where there is less’,” said the company statement.



London Supply President Teddy Taratuty, right, and his team, donate more than \$990,000 to charity, raised from its annual Golf Tournament.



BREITLING
1884

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



BREITLING
1884

**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



BREITLING
1884

**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



TAGHeuer
SWISS AVANT-GARDE SINCE 1860

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.

Equal Opportunity Employer
Please send resumes to:
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