

Lancôme inaugurates stunning new flagship in DFS T Galleria Waikiki



Lancôme's engaging colorful new flagship store in the DFS T Galleria in Waikiki invites customers to experiment and try out new products.

In partnership with DFS, Lancôme Travel Retail Americas has inaugurated the largest Lancôme flagship in the Americas at Waikiki T Galleria. The flagship offers an immersive experience that goes beyond the simple interaction with products with a forward-thinking design that seamlessly combines different touchpoints for the customers to experience and interact with the brand.

The striking beauty space integrates all elements together with a modern colorful look, attracting the customer to discover more.

Key attractions inside the store are sharing tables that invite customers to discover and try out Lancôme's best-selling products through a playful self-service innovative concept and experiment with the engaging technology of Lancôme's smart mirror, a high-end tool that offers an instant makeover using Lancôme's products and personalized looks.

The smart mirror recognizes facial characteristics, and provides a state-of-the-art virtual makeover application experience.

Customers may then share their

look digitally through e-mail and social media.

The stunning new Lancôme space at Waikiki, which is 753 sq feet in size, was unveiled by DFS and the brand on February 15th.

The innovative sharing tables in Lancôme's new DFS T Galleria flagship at Waikiki use playful self-service concepts to engage customers and invite them to try out products.

Mars ITR strengthens team with 3 new appointments

Mars international Travel Retail has strengthened its Netherlands based leadership team with three new appointments.

Raghav Rekhi has joined the division as Category Director and becomes a member of the ITR Leadership Team. With almost 20 years of experience with Mars, he will lead, guide and develop the marketing team to deploy the Travel Retail Category Vision and ITR strategies, both globally and locally.

Tom van Ommen is named Chief Financial Officer and becomes a member of the ITR Leadership Team. He joined Mars Food Europe as a Finance Trainee in 2009, rapidly moving through the ranks to become Regional Finance Manager Europe and Eurasia in 2014 for the Confectionery business.

Maud Geerbex is appointed to the newly created position of Corporate Affairs Director Global Travel Retail. She joined Mars Global Food as Global Director Internal Communications and Food Academy in 2015. *Go to page 5.*



MATCHA
A healthful collection of Japanese tea powder



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

MIA pax, cargo traffic has fast start in 1Q

Miami International Airport got off to a strong start in 2018 with a 3.79% increase in passenger traffic and 4% growth in freight tonnage through March, compared to the same period last year.

International traveler traffic rose 4.64% to 5.5 million passengers, and domestic traffic increased 3% to six million passengers, for a total of 11.5 million travelers at MIA in the first quarter.

The upward trend is expected to continue into the second quarter, when four airlines will launch new Miami service and the busy summer travel season begins.

LATAM Airlines will begin a weekly flight to Salvador, Brazil – MIA’s ninth Brazilian destination – on April 29; Bahamasair will launch four weekly flights to Bimini – MIA’s seventh route in

the Bahamas; Air Italy will enter the Miami market with four weekly flights to Milan on June 8; and American Airlines will launch daily service to Savannah, Georgia on June 7, as well as a weekly flight to Bonaire, Lesser Antilles on June 9.

In November, Brazilian low-cost carrier GOL will return to MIA with daily flights to Brasilia and Fortaleza, and American Airlines will launch new service to Georgetown, Guyana and Pereira, Colombia in December. MIA continues to be the busiest airport in the U.S. for flights to Latin America and the Caribbean.

International freight traffic rose 1.8% to 491,264 tons and domestic freight jumped 19.1% to 84,180 tons, for a combined 575,444 tons through March.

Paradies Lagardère and partners open airport health center at Phoenix Sky Harbor

An airport health center has been opened at Phoenix Sky Harbor International Airport (PHX).

USCareWays, through a partnership with airport concessionaire Paradies Lagardère, now has a walk-in urgent care option for the nonlife-threatening illnesses, minor injuries, and select onsite prescription needs of travelers and airport employees.

The Center will be open daily between 8am to 8pm in Terminal 4 (Level 3, inside Drugs & More) to treat any patients over the age of six months who need to see a medical provider quickly. Patients also have a virtual care appointment option through uscareways.com.

“USCareWays is one of the most innovative concepts in today’s airport environment, and we appreciate the opportunity to partner with a visionary such as [Dr. John Shufeldt, Chief Executive Officer and Medical Director] and look forward to further working with him and his team,” said Gregg Paradies, President and CEO, Paradies Lagardère.

More than 32,000 airport and service employees work at PHX.

USCareWays and Paradies Lagardère celebrated the Grand Opening of the Airport Health Center on April 23.

UNWTO: Strong outbound tourism spend from both traditional and emerging markets in 2017

UNWTO reports that virtually all source markets reported higher tourism spending in 2017, reflecting continued strong demand for international tourism across all world regions. Both emerging and advanced economies fueled growth, led by the United States which spent US\$12 billion more on travel abroad. China spent \$8 billion more, consolidating its leadership as the biggest spender in the world.

The Russian Federation spent \$7 billion more and Brazil \$5 billion more, both rebounding from weaker spending in previous years. Strong tourism expenditure reflects enhanced connectivity, increased visa facilitation and a global economic upswing, says UNWTO.

All top 25 source markets reported higher spending on international tourism in 2017. China consolidated its leadership as the biggest spender in travel abroad in 2017 with \$258 billion in expenditure (+5% in local currency).

The other three BRIC economies all substantially increased expenditure in 2017.

The Russian Federation (+13%) rebounded after a few years of declines, to reach \$31 billion, climbing three places to re-enter the top ten at number 8. Brazil (+20%) also recovered strongly and moved up eight places to number 16 with \$19 billion in expenditure. India continued its rise with 9% growth in spending to \$18 billion and moved up four places in the ranking to 17th.

Advanced economies also performed robustly in 2017, led by the United States (+9%), the world’s second largest outbound market. US travelers spent \$12 billion more on international tourism to \$135 billion. Expenditure from Germany (3rd largest market) and the United Kingdom (4th) both increased 3%, and from France (5th) 1%.

Australia (6th) reported 7% growth and Canada (7th) a 9% increase. Completing the top ten are the Republic of Korea (9th) with expenditure up 9% and Italy (10th) up by 6%.

Tourism spending also grew notably in Sweden (+14%) and Spain (+12%).



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European travelers: m1nd-set reveals key trends in latest shopper research



A new report by Swiss research agency m1nd-set forecasts where Europeans will be traveling to this summer and which destinations will be winners and losers compared to the summer of 2017.

European destinations preferred

The report, which draws on traffic data from m1nd-set's Business Intelligence Service (BIS) tool, reveals that European travelers took more than 220 million trips within Europe over the past 12 months (excluding their home country). European destinations lead the way by a significant margin according to the report, accounting for over three quarters of all outbound European traffic.

The second most popular destination, Asia Pacific, accounted for 6.2% with 19 million travelers. North America is in third position with 17 million trips, closely followed by Africa with 16 million outbound trips.

European travel over the past twelve months up to Q1 2018 has grown by just under 6% but the growth rate is forecast to decline over the next 12 months when outbound traffic from Europe will increase by only just over 3%. The forecast for the next 12 months shows an interesting variation across the regions, with the US and Europe set to see the least

action with less than 1% growth for US destinations and less than 2% growth for European cities over the next 12 months.

This is in stark comparison to Asia Pacific which will see a staggering 15.8% and Africa where outbound travel from Europe will grow by 10%.

The report also reveals the top European destinations over the past year and the forecasts for the year ahead. Spain leads the way with 40 million trips over the past twelve months, followed by the UK (29 million), Germany (18 million), Italy (17.5 million) and France (13 million).

Looking ahead to the next twelve months, Greece and Turkey will see the strongest declines in visitors according to m1nd-set's BIS. Italy and France will see more moderate declines in visitors with -5% and -7% in arrivals over the next 12 months. Destinations which are set to see an increase in European travelers over the next year include Poland which should see 15% growth, Germany with 12% and Switzerland with a 10% increase in European visitors.

Peter Mohn, owner and CEO at m1nd-set, comments "The BIS and m1nd-set methodology enables brands and retailers to see where the key destinations will be in the peak travel months, who will be traveling there as well as the shopper behavior of the key nationalities for each destination."

Mohn says that Spanish destinations will again top the charts, with four cities in the top 5 destinations for this summer, and that Amsterdam will be the second most visited European airport by Europeans this summer.

The m1nd-set report discusses the touchpoints with which to engage travelers, and how these influence the purchasing decision, among other elements.

For more information on m1nd-set's regional shopper reports and marketing consultancy services, please contact Peter Mohn: pmohn@m1nd-set.com.

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VODKA

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looking forward to seeing you at TFWA.

crystalheadvodka.com

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Joint EU-UNWTO report: booming tourism in the EU

According to preliminary data in the new report *European Union Tourism Trend*, the 28 countries of the European Union recorded an “extraordinary” 8% increase in international arrivals in 2017. EU-28 destinations welcomed 38 million arrivals more than in 2016, to reach 538 million, 40% of the world’s total. The report was prepared by the World Tourism Organization (UNWTO) in cooperation with the European Commission, and underscores tourism’s major social and economic benefits for the European Union (EU).

This is the eighth consecutive year of sustained growth for the EU-28, following the 2009 global financial and economic crisis.

Within the EU-28, growth was driven by destinations in Southern and Mediterranean Europe, which recorded 10% growth in arrivals. EU-28 destinations in Western Europe (+7%), in Central and Eastern Europe (+6%) and in

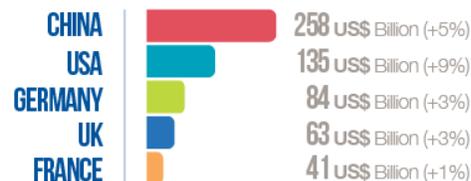
Northern Europe (+5%) also reported solid growth.

The UNWTO Secretary-General Zurab Pololikashvili stated that “Sustained growth in tourism has been instrumental in the economic recovery of many countries in Europe and around the world, contributing to job creation, economic growth and a healthy balance of payments.”

EU countries earned EUR 342 billion in international tourism receipts in 2016 (31% of the world total)—a significant contribution to their balance of payments. As EU residents spend on international tourism (EUR 315 billion), it has a EUR 27 billion surplus in the travel trade balance. International passenger transport rendered to non-residents is estimated to have generated another EUR 67 billion, resulting in total export earnings from international tourism of EUR 409 billion.



WORLD'S TOP TOURISM SPENDERS 2017



Hawaii visitor spending, arrivals up in 1Q

Visitors to the Hawaiian Islands spent a total of \$4.82 billion in the first quarter of 2018, an increase of 10.1% compared to the first quarter of 2017, according to preliminary statistics released this week by the Hawaii Tourism Authority (HTA).

Total visitor arrivals in the first quarter grew 9.4% to 2,478,604 visitors compared to last year supported by growth in arrivals via air service (+9.7% to 2,438,647), which offset fewer arrivals by cruise ships (-2.5% to 39,957). Visitor arrivals by air service increased from U.S. West (+13.4% to 962,462), U.S. East (+9.6% to 567,495) and Canada (+6.3% to 207,686), while arrivals from Japan was flat (-0.3% to 382,665). Combined visitor arrivals from All Other International Markets also increased (+14.3% to 318,338).

ForwardKeys: Travel to the US underperforms since the original travel ban

With the U.S. Supreme Court hearing arguments this week about the lawfulness of Donald Trump’s travel ban, travel to the U.S. has experienced a substantial underperformance so far since the original ban went into effect, says travel tracking company ForwardKeys.

Olivier Jager, CEO, ForwardKeys, comments:

“In the period between Donald Trump announcing his first travel ban and the federal judge’s initial temporary blockage, bookings for inbound travel to the USA fell 6.5%, a phenomenon which has since been named the Trump Slump. In the 15-month period between that first announcement and now (up to April 20, 2018), inbound travel to the USA was 1.4% down while global international travel grew 5.0%, on the equivalent period a year earlier.

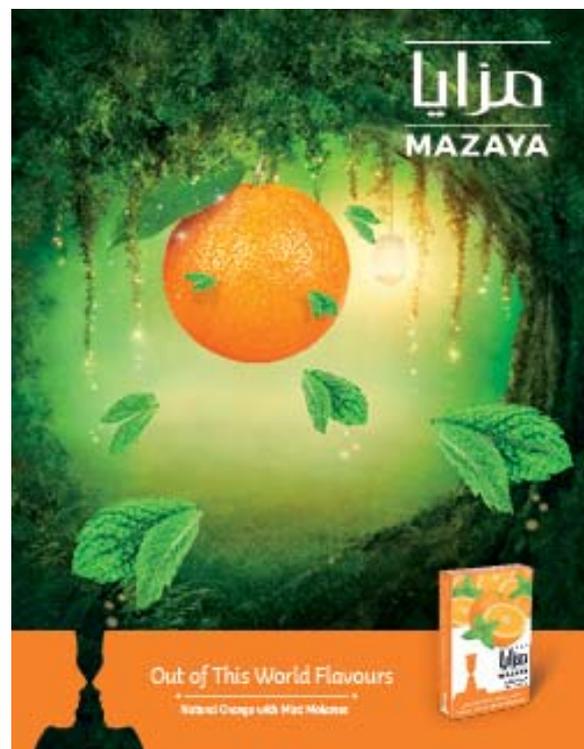
“Looking ahead for the coming three months (1st May – 31st July), flight bookings to the USA are 2.9% ahead of the equivalent period the year before. However, flight bookings globally over the same period are 5.9% ahead, so one has to conclude that since announcing the first travel ban, the USA has underperformed in the context of robust global travel demand.”

Jager goes on to say that ForwardKeys is not claiming that the United States’ inbound travel difficulties are caused by Donald Trump’s policies. He also notes that exchange rates have been “challenging.”

“In the period January 2017 – March 2018, the value of the £ pound and the € euro appreciated 13% and 16%, respectively, against the US dollar, making the US a significantly more expensive destination,” he said.

About ForwardKeys

ForwardKeys analyzes more than 17m flight booking transactions a day, drawing data from all the major global air reservation systems and selected airlines and tour operators. This information is enhanced with further independent data sets, including flight search and official government statistics, plus data science to paint a picture of who is traveling where and when.



Heineken expands beer portfolio in Americas

Heineken Global Duty Free continues its focus on premiumization and innovation in the Americas duty free channels, building distribution and adding to its portfolio of beers with such specialties as Heineken 0.0%, a non-alcoholic with only 69 calories per 33 cl bottle.

Heineken 0.0%, double brewed while the alcohol is removed and blended with natural flavors, was added to the portfolio in the Americas this year.

Heineken expands the Americas portfolio in 2018 with these other additions:

Heineken Global Duty Free is increasing its emphasis on Sol premium, authentic Mexican beer at border stores across the Americas markets. Sol has delivered strong

double-digit growth across all regions.

Last year, the company acquired the remaining stake in Lagunitas, the fourth largest craft brewery in the U.S. In the United States, craft beer continues to outperform the overall beer market, and now represents 11% of total volumes.

Following the majority-holding acquisition of Red Stripe in late 2015 the brand has begun to develop a stronger global presence, including in Global Duty Free channels.

Ernesto Milan, Global Account Manager, Americas Borders, Heineken Global Duty Free is excited about the year ahead: “We have plenty of year-round excitement to bring to the Americas in 2018, with a strong portfolio of premium and craft brands to satisfy all beer drinking occasions.

“New craft brands such as Lagunitas bring opportunities for growth in this exciting sector and the incredible innovation and taste from our flagship brand with Heineken 0.0 fills a strategic gap in the market where consumer demand for great-tasting, alcohol-free drinks is in strong growth.

The Heineken brewers have crafted a perfectly balanced non-alcoholic lager that fully expresses the skills, heritage and authenticity of the Heineken brand.

“With this being an especially strong year for football fans, we’re dialling up our sponsorship of UEFA Champions League with a motivating gift with purchase that we’re sure will drive sales, especially at border stores.”



Throughout April and May, shoppers in Americas duty free stores buying Heineken will receive a pack of three Heineken Star glasses.

Capella launches new brand with trendy floral ladies watches

Swedish-based company Capella, the team behind the worldwide successful brand Lambretta Watches, is introducing their second brand, Tick & Ogle, featuring the new Bloom 34 Collection at TFWA Asia Pacific in Singapore 2018.

The T&O Bloom 34 watches are feminine and fashionable time accessories with minimalistic design characteristics, inspired by their Scandinavian surroundings, and enhanced with trendy floral patterns. They come in thin, sleek 34 mm cases plated in silver or gold, paired with stylish leather straps or elegant mesh bracelets.

Jonas Dahlgren, Capella CEO, says that the new brand Tick & Ogle was created to “interpret future trends and watch making heritage into contemporary watch collections, to meet the needs of a fashion-conscious audience who seeks an individual look, and a sense of timeless style.” says.

The TR-price point of the new timepieces will start at \$49, targeting the impulse purchase.



Le Clos breaks Whisky World Record with \$1.2m sale of The Macallan 1926

Luxury spirits retailer Le Clos has set a world record after selling two extremely rare bottles of The Macallan 1926 for \$1.2 million at Dubai International Airport. The bottles, which are labeled with original artworks by renowned artists Sir Peter Blake and Valerio Adami, sold to an international businessman for his private collection. Each bottle was sold for US\$600,000.

The Macallan 1926 was distilled in 1926 then aged 60 years in sherry-seasoned oak barrels before being bottled and released in 1986. Of the 40 bottles produced, just 12 were given to British artist Sir Peter Blake, famed for co-creating the Beatles’ album cover for Sgt Pepper’s Lonely Hearts Club Band, and 12 were given to the Italian artist Valerio Adami, (released in 1993) one of the most acclaimed pop artists of the 21st century.

Each bottle originally retailed at £20k, and the last known individual bottle sold in 2007 at Christie’s for US\$75,000.

The Macallan distillery also currently holds the record for most expensive whisky bottle sold at auction with *The Macallan M Imperiale* selling for US\$628,000 at Sotheby’s Hong Kong in 2014.

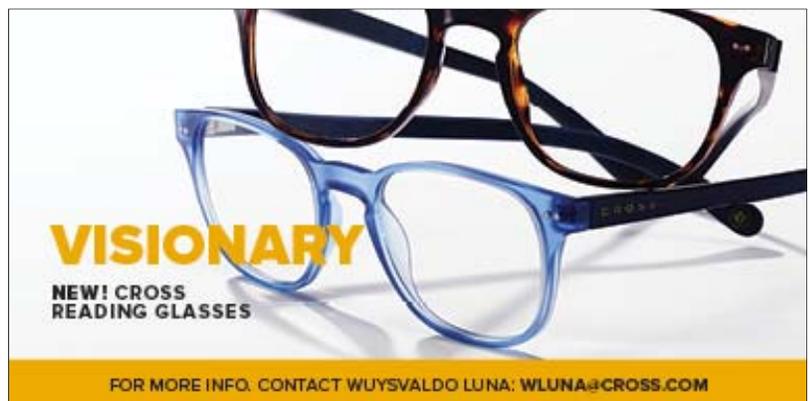
Le Clos is owned and operated by Maritime and Mercantile International (MMI), headquartered in Dubai.

Mars ITR *continued from page 1.*

Geerbex has worked across various PR and communication roles for Mars Netherlands as Corporate Affairs Director for the Dutch market.

Rekhi, van Ommen and Geerbex all report directly to General Manager Gary Clarke.

Note: In October 2016, Mars announced its plans to create Mars Wrigley Confectionery, which is the leading manufacturer of chocolate, chewing gum, mints, and fruity confections. Once the planned worldwide integration of the Mars Chocolate and Wrigley businesses is complete, Mars Wrigley Confectionery will employ over 34,000 Associates globally and have operations in approximately 70 countries.



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**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



Miami-based high-end watch distributor operating in **Latin America, the Caribbean and Travel Retail** has an immediate opening for a **SALES ANALYST**

Main Tasks and Duties

- Performs sales analysis and providing regular and significant insights to the sales team about trade sales
- Collecting and analysing market reports
- Collecting and producing sell out statistics of the trade sales and driving product re-assortment from Switzerland
- Responsible for product assortment reports on the trade sales from the field

Skills Required

- Analytical skills
- Precision
- Planning
- MS Office package
- Project management

To apply, please email:
Francesco Orlando
forlando@fairplayconsulting.com

**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



GODIVA GTR

has a position available for an **Account Manager** in Fort Lauderdale, FL

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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NEW

**EDRINGTON AMERICAS
TRAVEL RETAIL
Associate Manager – Cruise**

The Cruise Associate Manager role provides support to the Global Cruise Manager with the strategy, development and execution of cruise line activations. With a focus on training and implementation of various brand concepts, he/she is instrumental in driving the success of the portfolio in both on premise and the retail stores on board the ships.

Brands:

The Macallan, Highland Park, Glenrothes, Famous Grouse, Cutty Sark and Brugal Tito's Handmade Vodka, Disaronno, Tia Maria, Buffalo Trace, Blantons, Fireball, Southern Comfort amongst others

Responsibilities:

Assist in creating new cruise concepts, manage/create new concepts, lead implementation of concepts onboard cruiselines, etc.

Requirement:

Bachelor's Degree, 2-3+ years of relevant experience, with cruise and/or spirits background preferred. Willing to travel 50% of the time to cruise ships and key destinations in the World. Strong proficiency with Microsoft Excel and PowerPoint with the ability to work with data from multiple data sources for reporting and analysis. Flexible approach to work in a cross-functional team.

Must have excellent interpersonal and written/verbal communication skills. 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.

<https://usajobs.edrington.com/job/cruise-associate-manager-americas-travel-retail-us-miami,-fl-177.aspx>

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

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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



Clarins Americas Export & Travel Retail

is seeking a

Travel Retail Area Manager for its corporate office in Miami. This position will develop brand equity, sales, profit and market share in the territory within Company guidelines and strategies as well as ensure effective communication to obtain the information for an adequate development of the brands of Clarins Group in the assigned area.

Responsibilities include, but are not limited to:

Budget, Sales, A&P, Marketing, Training, Reporting, finance and Management of a team of Sales Coordinator (based on the field) who will be in charge of delivering Retail Sales and managing the team of BA's.

The position also requires travel to Maintain a regular physical presence in each store, among other objectives, as well as day to day communication with retailers and the internal team.

Requirements:

- * Bachelor in Business or related
- * MBA is a plus
- * Availability to travel extensively
- * Ability to multi-task
- * Customer Relations development oriented
- * English. Spanish or French is a plus.

Clarins Group

also is seeking an

Account Supervisor for the West Coast of America and Canada.

This position will be based on the West Coast (ideally Los Angeles or San Francisco), reporting to the Area Manager based in Miami.

Position summary:

Achieve Retail Sales and manage a Team of BA's.

Achieve excellence in Point of Sales Execution concentrating in training & developing Counter Manager/Beauty Advisors/ Consultants through onsite training, visual merchandising and marketing activities, including execution and follow up of promotional programs and customer management.



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REQUIREMENTS:

- *Industry and consumer marketing experience
- *Working knowledge of International trade practices
- *Fluency in French and/or Spanish (preferred)
- *Ability to work effectively in a fast-paced environment

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Clarins Group (con't)

This focus must result in maximized retail sales and increased market share.
Ensure BA productivity.

Key responsibilities:
Sales, Marketing, Merchandising: managing the BA's:

Qualifications

Bachelor's degree is a must
Minimum 3+ years of business experience preferably in marketing, sales and/or customer relations.
Willingness to travel 50%
Proficient in Windows, Word, Excel, Outlook and PowerPoint

Please send resumes to:
Amanda.Brinkerhoff@Clarins.com

L'OCCITANE AMERICAS
has an immediate opening for
**Field Supervisor, East Coast
North America**

Responsible for maximizing retail sales throughout North America East Coast and specific Central America locations, supervising, developing and motivating Beauty Consultants

Proper execution of in-store promotions and events
3 years Travel Retail or luxury cosmetics sales experience required

Must have excellent leadership skills, experience building effective teams,

strong interpersonal & communication skills, proactive team player, customer and sales focused
Advanced knowledge of Office Suite software

Fluent in English and Spanish
Up to 70% work related travel
Based in Miami

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Position based in Miami: **Don't apply if you are not authorized to work in the United States - we won't sponsor Visas.**

ESSENCE CORP.

has an immediate opening for a
Market Coordinator.

This position provides daily support in the department by ensuring high levels of communication and performance with internal and external customers.

The ideal candidate must be fluent in English & Spanish with an advanced level of Excel skills. Highly proficient in the ability to complete Sales Analysis and Forecasting Reports.

Responsibilities include but are not limited to key administrative tasks, order processing and customer support.

Must possess strong organizational skills, self-driven, team player, and have the ability to multi-task in a very fast paced environment.

Please send resume to
musallan@essence-corp.com