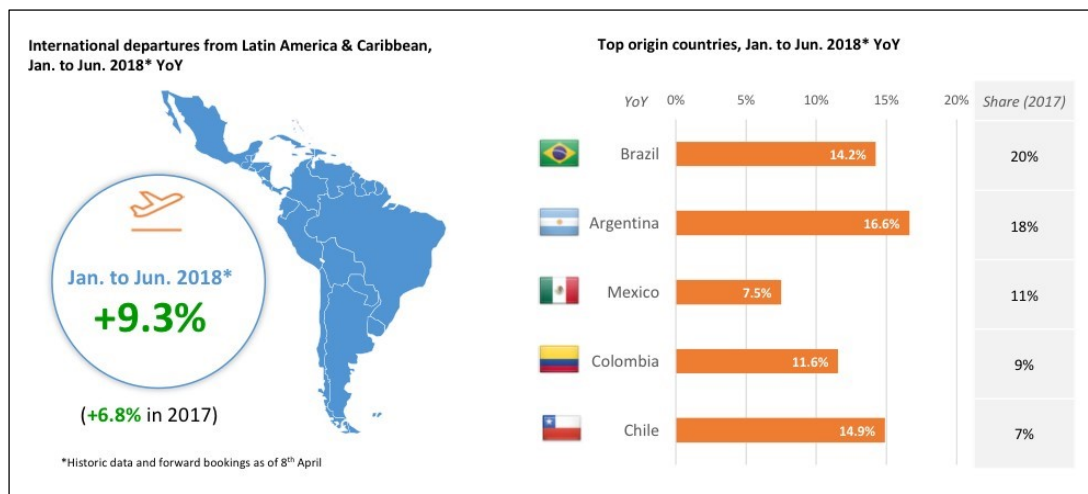


Argentina leads outbound travel growth in Latin America

Outbound air travel from Latin America is taking off, with Argentina leading the way. Current flight bookings for international departures from Latin America and the Caribbean in the first half of 2018 are currently 9.3% ahead of where they were at the equivalent time last year, according to latest figures from airline tracking group ForwardKeys.

Argentina alone shows a 16.6% boost in bookings as of April 8, followed by Brazil showing a 14.2% jump.

The overall growth in Latin American departures builds on a 6.8% increase in 2017.



Stronger US\$ slowing demand

But the strengthening of the US dollar is tempering Argentinians' enthusiasm for travel due to the diminishing buying-power of their currency.

A breakdown of destinations shows that travelers from Argentina are mainly going elsewhere in Latin America – a 17.1% hike year-on-year.

Brazilians are traveling more long-haul, particularly to the US and Canada due to improved connectivity and an Electronic Travel Authorization program.

For the next three months, Colombia, Brazil and Chile are

among the favored destinations for Latin American major markets (Argentina, Brazil, Mexico, Colombia and Chile).

Bookings to Russia for June's football World Cup are brisk – Mexico is ahead 373.5%. Other countries also show a dramatic increase – for example, Argentina to Russia is ahead 303% on last year. However, to put these numbers in context, just 1 – 2% of forward bookings for the next three months are to Russia.

LA & Caribbean Inbound

Regional growth for inbound traffic is only 1.9% ahead, how-

ever, weakened by the Caribbean (-7.1%, 29% share), as destinations like Puerto Rico and the US Virgin Islands are still recovering from the devastating effects of Hurricanes Irma, Harvey and Maria. But South American countries show excellent performance in this period, 12% ahead.

Brazil's strong rating (inbound bookings for the first half of 2018 are 16.5% ahead) is explained by improved connectivity with the US and the recent e-visa program for visitors from Australia (since November 2017), US, Canada and Japan (since January 2018).

See more charts on page 3.

United Airlines increases stake in Brazil's Azul

United Airlines has made a \$100 million strategic investment in Brazilian carrier Azul, more than doubling its stake in the airline from 3.7% to 8%. United acquired the stake from Hainan Airlines, which still retains 17.2% of Azul.

The two carriers also announced plans to codeshare on routes between the U.S. and Brazil, and other points in North and South America, subject to government approval.

"Following our initial investment in 2015, connecting traffic between our airlines is at an all-time high, significantly benefiting our customers traveling between the US and Brazil," said United CFO Andrew Levy. "Azul's strong network in Brazil, unique business model and exceptional customer service make this transaction a good long-term investment."

Azul and United today connect via their gateways in Sao Paulo - Guarulhos, Fort Lauderdale, Florida and Orlando, Florida (MCO).

United's stake in Azul includes one seat on Azul's board of directors. Azul serves more destinations in Brazil than any other Brazilian carrier, including more than 50 daily flights from Sao Paulo's Guarulhos International Airport.



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

DFASS Group wins 10-year extension to duty free contract in Orlando

DFASS Group has been awarded a 10-year extension to its duty free/duty paid concession contract at Orlando International Airport.

Under the new lease amendment, DFASS will add a 4,600 sq. ft. duty free/duty paid store in the South Terminal central rotunda area, which is expected to be open in late 2020.

Since international traffic will shift only from Airside 1 to the new South Terminal, DFASS will also retain its Airside 4 location in

the North Terminal as well, for a total of over 9,600 sq. ft. of duty free space.

Omni-channel

The new location will feature a full array of duty free/duty paid brands from liquor, tobacco, perfume, full-line cosmetics, confection, fashion and accessories, and is expected to incorporate omni-channel retail platforms to facilitate pre-order, targeted selling programs, home delivery and a broader product range.

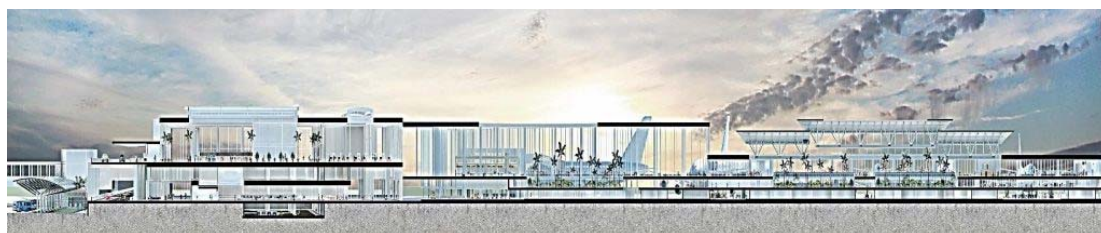
When the expanded facilities now under development are completed, the South Terminal passenger mix is anticipated to be over 40% international by 2025. The new terminal will feature more than 75 new gates when complete, and will connect to the North Terminal via an automated people mover.

The central atrium, where the duty free and other retail and food and beverage operations are positioned, will feature a vaulted ceiling and will provide seating for over 600 passengers with an antici-

pated dwell time of 90 minutes. All traffic entering the South Terminal will do so through the central rotunda, so 100% of the passengers will be exposed to the duty free store prior to transiting to their gates.

The new contract extension in Orlando represents a further expansion of DFASS' long term retail strategy in the Americas: to secure and manage long term duty free/duty paid operations capable of expanding and transforming as retail trends evolve.

"We could not be more pleased with this contract extension. Our partnership in Orlando has been quite successful to date, and we now have a tremendous opportunity to take our operations to a new level," states DFASS Executive Vice Chairman, Roberto Graziani. "I am appreciative of GOAA's confidence in our abilities and look forward to an even stronger, more fruitful relationship going forward."



Artist rendering of Orlando International Airport's new South Terminal.

DFASS and Virgin Atlantic Airways win Platinum at the 2018 International Hermes Creative Awards for the second year

Creative agency Identity has received top honors at the 2018 International Hermes Creative Awards for the ongoing success of Virgin Atlantic's *Retail Therapy* publication. Designed in partnership with DFASS UK LTD and Virgin Atlantic, *Retail Therapy* has once again been awarded two Platinum awards, one for the Spring/Summer 2018 issue, and one for the Winter 2017 edition of the Crew Product Knowledge Guide.

The International Hermes Creative Awards is a prestigious competition that recognizes creative work of exceptionally high standard. Entries are judged on originality of concept, editorial, photography and design, which all form part of *Retail Therapy*'s outstanding contribution to DFASS and Virgin Atlantic's tremendous retail success. Having excelled in the In-flight Retail category for two

consecutive years, Virgin's passenger and crew publications remain at the forefront of the industry, bringing leading creative, marketing expertise and continual design innovation to increase sales on board.

"Winning for the second time in a row is a real privilege, and we're thrilled to see our team's work recognized for its contribution to VAA's passenger and crew communications," said Anthony Fletorides, General Manager, DFASS UK LTD.

With more than 6,000 entries in the competition, both *Retail Therapy* and the Crew Guide have made it into the top number to receive the acclaimed Platinum award.

"We're really pleased with the result, and proud of our team for yet another great year of making the *Retail Therapy* catalogues better than ever," says John Martin, Director at Identity.

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Argentina leads outbound travel growth in Latin America

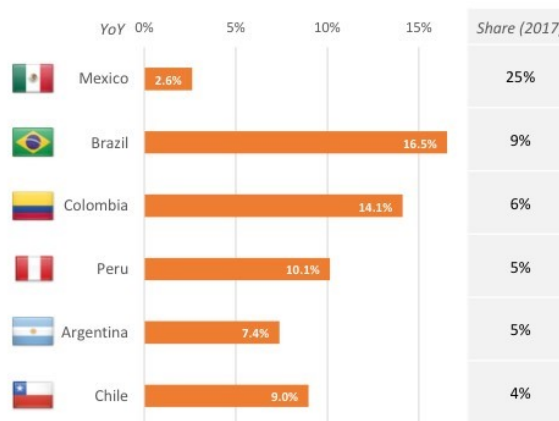
Continued from page 1.

International arrivals in Latin American & Caribbean destinations,
Jan. to Jun. 2018* YoY








*Historic data and forward bookings as of 8th April

Top destinations, Jan. to Jun. 2018* YoY



Top source countries: Destinations* with most advanced booking situation for travel in Apr. to Jun. 2018

Origin countries	Destinations (Forward bookings YoY)		
 Argentina	Colombia	Brazil	Mexico
	22.2%	21.3%	18.9%
 Brazil	Dominican Republic	Canada	Chile
	43.8%	39.0%	35.6%
 Mexico	Russia	Colombia	Germany
	373.5%	11.3%	5.7%
 Colombia	Chile	Brazil	Spain
	29.5%	27.3%	25.8%
 Chile	Spain	Brazil	Colombia
	44.1%	42.0%	27.5%

*Only destination with bookings share >2%

ACI: Global passenger traffic bounces back in February

Global passenger traffic grew by 6.6% in February on a year-on-year basis, Airports Council International (ACI) World reported this week. This growth is in line with the 12-month rolling average of global growth which has also been recorded as +6.6%.

The numbers reflect regained momentum in global passenger growth following a slower January, which was negatively affected by the timing of the Lunar New Year.

International passenger traffic grew by +7.5%, and domestic traffic grew by +6.0% on a year-on-year basis, with most regions posting growth of +5.0% or more.

In the major aviation markets, Asia-Pacific's total passenger traffic grew the fastest at +8.2% YOY, bringing its 12-month rolling growth rate to +7.5%.

Europe and North America followed Asia-Pacific, gaining 6.6% and 5.5% respectively on yoy. The numbers departed slightly from their 12-month rolling averages, standing at +8.7% and +3.8% respectively.

In Europe, major economies recorded more modest rates of growth in February, with Germany posting +2.3%, France +1.8%, and the United Kingdom +1.2% YOY. Turkey and the Russian Federation continued their recovery, posting +17.6% and +9.9% respectively. Poland, Portugal and Spain also grew substantially.

In North America, Canada led the way with +7% YOY, followed by the United States with +5.7%. Both markets have been growing at a slower but steady pace in the recent months, reaching 12-month rolling

growth of +6.5% and +3.6% respectively.

Africa and Latin America-Caribbean grew by +9.3% and +6.5% respectively YOY. Africa's 12-month rolling figures stood at +8.0% as the region's economies dealt with volatility while still maintaining an upward recovery trend.

Similarly, Latin America-Caribbean's 12-month figures reached +4.9%. While international market is growing at a robust pace, LA-Carib's domestic market growth rate has not had the same level of growth in recent months.

Geopolitical tensions in the Middle East, and the blockade in Qatar, are depressing passenger traffic, which declined by 1% in February. This is the second month in a row that traffic has fallen into negative territory.

Great Hall Partners has launched its Request for Proposals for the first 10 new concession spaces in the **Great Hall** of Denver International Airport's (DEN) Jeppesen Terminal.

Great Hall Partners -- made up of Ferrovial Airports, along with Saunders Construction and JLC Infrastructure, an investment fund started by former NBA star Magic Johnson and Loop Capital —is accepting concept types for 10 commercial units: specialty coffee with optional fresh juice and smoothies; health care and convenience; specialty coffee with optional fresh ice cream and gelato; convenience; quick-service international cuisine; specialty retail unique to Denver or Colorado; casual dining diner restaurant with bar; and a premium wine and cocktail bar with food.

The RFPs are available online at rfp.greathallpartners.com. Proposals are due June 12, and most selections will be made in July.

The concessions contracts will have terms ranging from seven to 10 years. Concepts must open on May 1, 2019.

When finished, DEN's Great Hall will offer 50 commercial units with a wide range of retail and concessions concepts.

DEN processed 61.4 million passengers in 2017.



News Roundup: North American airport concessionaires

MarketPlace PHL

MarketPlace PHL at the Philadelphia International Airport (PHL) has named **Cantina Laredo**, located in Concourse E, and **L'Occitane**, located in the B/C Connector, as the Restaurant and Retailer of the 2017-2018 Third Quarter.

The Merchants of the Quarter are determined through the Cutting EDGE! (Excellence Drives Great Experiences) Program, which is in place to motivate and reward merchants throughout the year. EDGE points are earned by delivering superb customer service and by participating in airport marketing programs.

The merchants with the most points at the end of each quarter are named Merchants of the Quarter.

Fraport USA expands LaunchPad program at BWI

Fraport USA announces the expansion of LaunchPad, an innovative program that gives local startups and small business owners a unique opportunity to participate in the dynamic retail program at Baltimore/Washington International Thurgood Marshall Airport.

The first LaunchPad businesses opened at BWI Marshall Airport in 2017 with merchandise ranging from accessories, hair and beauty products to herbal teas and women's fashions.

Two retailers are entering a second year at the airport. Their success has fueled the expansion of the program.

This year, two or more new local entrepreneurs or small business owners will be invited to participate. Following an application process, the selected retailers will receive 12-month leases for a kiosk along one of the airport's busiest concourses. They will also receive additional resources, training, and sales and marketing support.

Applications are being accepted through Friday, May 11. To learn more and to submit an application, please visit: <https://www.launchpadbwi.com/>.

Fraport USA's WINGS Program lifts off

Fraport USA has launched a new customer service recognition program called Welcome Initiative for Nurturing Great Service (WINGS), at the North American airports it serves.

Retail and food and beverage operators in the concessions programs managed by Fraport USA in Baltimore/Washington International Thurgood Marshall Airport (BWI), Cleveland Hopkins International Airport (CLE), Pittsburgh International Airport (PIT) and Terminal 5 at John F. Kennedy International Airport (JFK) will participate in WINGS. The program provides comprehensive training to help concessions employees master customer service skills like time management and teamwork, take ownership of providing a superior customer experience, and represent the amenities and culture of their cities.

Airport customers, crew, managers and team members can nominate candidates by submitting an entry card at drop-off boxes located in the terminals.

Jägermeister rolls out new airport activation campaign

Mast-Jägermeister SE is rolling out its new-look airport activation program in key locations in Europe as well as other major cities around the world, with plans to expand to the Americas in the summer.

Under the new banner, *Mastered in Germany Travelled Worldwide*, the campaign highlights Jägermeister's heritage, quality and pursuit of perfection to LDA+ consumers, says the company. The series of month-long installations gives travelers the opportunity to sample Jägermeister's signature serve, an ice cold shot served at -18C.

During this first phase 18 airports are hosting pop-ups, including Barcelona, Madrid, Copenhagen, Frankfurt, Berlin, Vienna, Istanbul, Bucharest and London's Heathrow and Gatwick in Europe, as well as Johannesburg and Sydney. Following the initial European roll-out, in July the activation is traveling to Brazil, with other Americas locations to be confirmed.

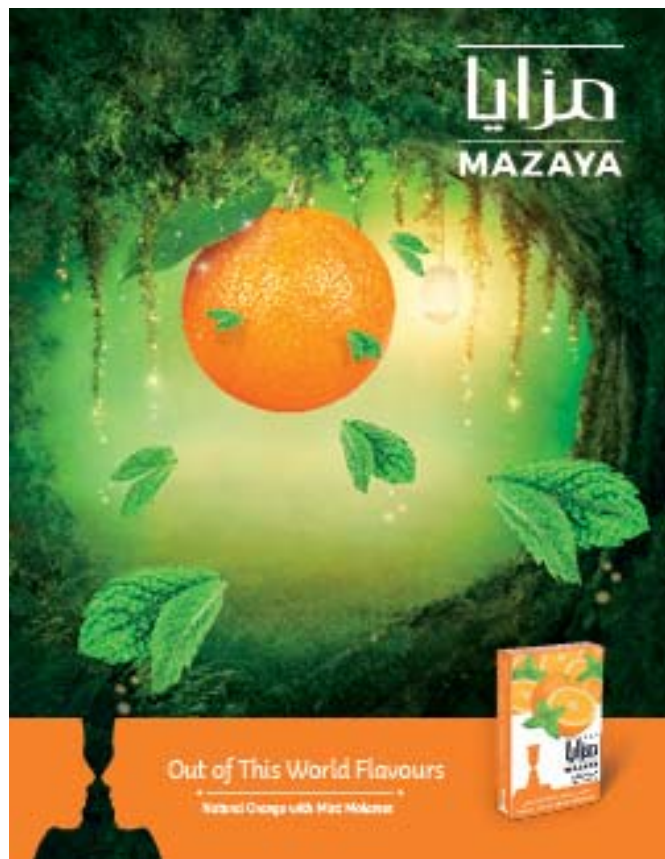
The activations also highlight GTR-exclusive packs, including a 1L bottle with glasses and stirrers and two half-liter bottles with shot glasses. Consumers can also receive Jägermeister branded merchandise with the purchase of a 1L bottle.

Mast-Jägermeister SE Director of GTR, Dietmar Franke, says: "Following our strong double-digit growth in 2017, we are increasing our activity this year. This series of unique but instantly recognizable installations raises Jägermeister's in-store visibility amongst consumers traveling via major international airports and communicates its brand heritage and quality and precision message in a unique and fun way."

"Jägermeister is an impulse purchase brand so it is not only important to sample amongst both established fans and those who have not tried it before

but also reinforce the sampling with one-of-a-kind offers that can only be found in duty free."

Sydney Airport,
April 2018



Godiva brings new Happiness to Global TR

Premium Belgian chocolatier Godiva will unveil its new global travel retail exclusive, the divine Happiness Collection, at TFWA Asia Pacific (stand E2 Basement 2).

The contemporary, limited edition collection is inspired by the notion that happiness must be found, and savored, in the present moment. Essentially, the thought behind it is that by making time to enjoy the things we love, we can cultivate lives that are more meaningful and more fun, says the company.

The collection's brand new chocolate flavors include Black Tea Szechuan Pepper Ganache, Pistachio Praliné, Vanilla Caramel Ganache,

Coffee Praliné and an intense Dark Chocolate Almond Ganache.

The vibrant, intricate design of the striking packaging of the Happiness collection was designed by Wout Vroman, one of Belgium's most exciting up-and-coming creative talents.

Chef Jean Apostolou explains that ultimately, "The Happiness Collection is a celebration of living life to its fullest; of seizing and relishing moments joy; of seeking out pleasure and devouring it heartily - one premium Belgian chocolate at a time!"

Godiva Happiness Collection will be available exclusively in Global Travel Retail in one size (16pc/235g) from September 2018.



Kinder celebrates 50 years at the forefront of the confectionery category

For the last five decades, chocolate brand Kinder has pioneered development in the confectionery category with high quality chocolate treats, and engaging with consumers.

To celebrate its 50th anniversary, Kinder is creating a unique and memorable experience for its consumers under the theme of #kidsatheart, as it aims to turn the shopping experience into entertainment.

Under the umbrella 'World above the Clouds', a traveler-exclusive universe encompassing product, packaging and retail, Kinder is setting up imagination hotspots within stores or as pop-up shops,

In place of traditional display shelves and gondolas, the consumer will find shelving in the shape of space-ships, astronauts and funfair rides with ride-on toys and Kinder mascots which are a gift to today's social media selfie-loving generation.

Frederic Thil, General Manager, Ferrero Travel Market comments: "By offering an attractive and entertaining Kinder-themed shopping environment we are encouraging the consumers to spend more time with us and to engage with our brand. Sales numbers in the shops taking part in the Kinder 50th Anniversary project have doubled, which just goes to prove that we are all #kidsatheart!"

Buyers attending TFWA Asia Pacific (8-10 May) will have an opportunity to explore the Kinder #kidsatheart universe at stand J8 Basement 2 at Marina Bay Sands Expo Centre.



Rituals partners with DFS to expand in travel retail in the Middle East and Asia

Netherlands-based cosmetics, body and home brand Rituals is expanding its presence in the Middle East and Asia through partnerships with DFS in high-profile travel retail venues.



Abu Dhabi

Rituals has opened a dedicated shop-in-shop with DFS at Abu Dhabi International Airport and has entered the Asia Pacific travel retail market with a dedicated pop-up store at T Galleria by DFS, in Hong Kong's Causeway Bay.

"We already have a strong domestic presence in the Middle East region with seven stores across Oman, Dubai, Qatar and Abu Dhabi. Our presence in Dubai International Airport with Dubai Duty Free and our shop-in-shop at DFS, Abu Dhabi International Airport are significant moves into the Middle East's airport travel retail channel. And now our pop-up store at T Galleria by DFS in Hong Kong represents a major breakthrough for us in travel retail in Asia with our new pop-up being located in Causeway Bay, one of the busiest and most popular centers of Hong Kong. Again in Hong Kong we are scheduled to open in June with DFS in Sun Plaza in Canton Road. It's enormously gratifying to be achieving this in partnership with DFS Group, the world's leading luxury travel retailer," said Neil Ebbutt, Director, Global Travel Retail for Rituals Cosmetics.

An advertisement for Visionary New! Cross Reading Glasses. The image shows two pairs of glasses: one with dark frames and one with light blue frames. The text "VISIONARY" is prominently displayed in yellow, followed by "NEW! CROSS READING GLASSES" in black. At the bottom, a yellow banner contains the text "FOR MORE INFO. CONTACT WUYSVALDO LUNA: WLUNA@CROSS.COM".



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%

Please apply to req# 3371
www.godiva.com or directly at
<https://corporate-godiva.icims.com/jobs/3371/gtr-account-manager/job>

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 cruises, 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

**JUNIOR BUSINESS
CONTROLLER**

Reports to Business and Operations Manager

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

Minimum Education Required:
Master degree

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

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

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

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

Please send resumes to

emmanuelle.refalo-lopez@hermes.com

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

**Where Talent Meets
Opportunity!**

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

We are seeking an energetic and resourceful **Caribbean Area Manager**, based in Florida or the Caribbean, to represent a portfolio of internationally recognized brands across the Caribbean. The successful candidate will work closely with regional distributors to inspire and motivate their teams to grow market share and sales.

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

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

Please submit your resume to:
resumes.loccitane@gmail.com

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