

INTERNATIONAL TOURISM

Carnival Corp. signs agreement to develop Dubai Cruise Terminal

Carnival Corporation has signed a strategic partnership with Dubai-based holding company Meraas to develop the Dubai Cruise Terminal.

Set to open in October 2020, the agreement aims to transform Dubai into a major maritime tourism hub serving the region.

Under the agreement, which was signed by His Excellency Abdulla Al Habbai, Group Chairman of Meraas, and Arnold W. Donald, CEO of Carnival Corporation, the companies will collaborate across several strategic areas including port development, terminal management and new cruise development opportunities at Dubai Harbour and the broader region.

Dubai Harbour will house two cruise terminal buildings, spanning a total of 30,000 sqm. It will accommodate up to three cruise ships concurrently, including Carnival Corp.'s most advanced and XL class ships. Meraas has planned for the addition of two more terminal buildings that will increase capacity to six cruise ships at the same time.

It will serve as a regional hub for Carnival cruise brands' operations and all cruise ships visiting Port Rashid will eventually

be redirected to the new cruise terminal.

The terminal will also serve as a main facet of the Dubai Tourism Vision 2020, which has a goal of attracting 20 million visitors a year.

"Dubai Harbour is a new and unique addition to the city's infrastructure and the main cruise terminal in the emirate will drive the transformation of Dubai into a fully integrated maritime tourism hub," said Al Habbai.

International partnership

Dubai is set to become central to Carnival Corporation's operations in the region. The agreement mandates Carnival Corporation to assist Meraas in ensuring the cruise terminal meets the highest international standards of the cruise industry, while the relevant authorities will be responsible for security, immigration and customs.

The terminal will become Carnival Corporation's primary hub for its homeporting and transit operations in the region.

The partnership will also see both parties working together to identify and grow the cruise tourism business in the Arabian Gulf region.

Carnival's Arnold W. Donald

commented: "We have a long history in Dubai with our world-leading cruise brands. We are excited to be part of this important venture that will drive new tourism opportunities for Dubai and the region through cruising."

New routes and destinations

Carnival Corp. will launch new cruises from Dubai Cruise Terminal and aims to attract new source markets from India and China, as well as residents of the GCC region and the wider Arab world.

The cruise terminal is designed as a strategic maritime center, providing easy access to and from the city, while offering passengers an unparalleled view of iconic landmarks, such as Ain Dubai and the upcoming Dubai Lighthouse, as well as the Dubai's iconic urban skyline.

Dubai Harbour

Launched in January 2017, the 20 million square feet Dubai Harbour development will feature a shopping mall, luxury residential units, restaurants, cafés, hotels and a yacht club, as well as the 135-metre high Dubai Lighthouse.

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PEOPLE

Aer Rianta International Chief Executive Jack MacGowan will step down from his position at the end of the month to pursue a new opportunity. Until a new Chief Executive is appointed, ARI's Chief Financial Officer **Anthony Kenny** will be Acting CEO.

ARI, wholly owned by daa, owns and manages duty free and duty paid retail outlets in Europe, North America, the Middle East, Asia, and New Zealand.

MacGowan has been ARI Chief Executive since July 2011. During that time, in tandem with its local partners, ARI has won new contracts in Abu Dhabi, Indonesia, New Zealand and Saudi Arabia. It has also retained existing key contracts in Oman and Beirut.

During this time ARI also completed its largest ever acquisition acquiring a 50% stake in the Cypriot travel retail business CTC-ARI to bring that company fully under ARI control.

Dalton Philips, chief executive of ARI's parent company daa, thanked MacGowan for his contribution to ARI and to daa over the past 13 years and wished him well for the future.

The Estée Lauder Companies has named Laraine (Rainey) Mancini as Senior Vice President, Investor Relations, effective May 14, 2018. Mancini, who reports to **Tracey T. Travis**, EVP and CFO, succeeds **Dennis D'Andrea** who will retire on July 2, after more than 20 years at ELC.

Mancini has more than 30 years of experience spanning the media, business and financial sectors and will oversee the Company's day-to-day comprehensive, strategic investor relations program and serve as a spokesperson to the investment community.

She most recently served in senior positions at Univision and Time Warner Cable.



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

Canada duty free sales start year off strong

Canada's duty free stores had a very positive first three months of the year, according to the latest numbers from the Canada Border Service Agency (CBSA), with airport and land border store sales both up by double digits in March.

Canadian duty free airport sales jumped 17.39% in March to \$35.4 million. For the first three months of the year airport sales are up 8.6% to \$104 million.

Number one airport category Perfume, Cosmetics, Skincare, which makes up 35.89% of sales, was up 20.11% in March. Alcohol, more than 20% of airport sales, rose 13.23% in March.

Tobacco, almost 11% of sales, increased 7.93% for the month. Accessories, 10.69% of sales, jumped 174%.

Perfume, Cosmetics, Skincare sales are up 13.7% for the year. Alcohol sales are up 5.78%. Tobacco rose 6.29%. Once again, Accessories numbers have been very impressive, growing 119% through March.

March land border sales are up 13.6% to \$8.67 million. For the first three months land border sales rose 3% to \$23.9 million.

Alcohol, which is the number one category on the land border with more than 42% of sales, increased 10.95% for the month and .46% for the year.

Number two land border category Tobacco grew by 12.87% in March and 5.92% through March. Perfume, Cosmetics, Skincare is up 17.9% in March and 1.78% for the year.

JFK Terminal 4 debuts security operations center

Terminal 4 at JFK International Airport has opened a best-in-class Security Operations Center (SOC) as part of an extensive security modernization project in partnership with Thales, a world leader in airport security. The SOC and its advanced technology will enhance the terminal's security operations, supporting the growth of Terminal 4 and providing its more than 21 million annual travelers with a safe and secure customer experience, says T4 operator JFKIAT.

The integrated security control center consolidates all security management and operational tools, providing those operating the system with complete control of subsystems and enabling a more timely and accurate response by Terminal 4's security personnel and law enforcement. Processes are pre-programmed for consistent responses allowing operators to focus on alternate security items.

"This new Security Operations Center will prove to be an integral component in keeping passengers and employees at Terminal 4 safe and secure. The system will grow with the terminal, as it was designed to allow for expansion both inside Terminal 4 and strategically connect stakeholders outside the terminal facility," Gert-Jan de Graaff, President and CEO of JFKIAT.

Terminal 4 is the first U.S. air terminal to implement the Thales' security solution, joining Bahrain, Doha, Dubai, Durban, Lyon, Madrid, Muscat, Pisa, Salalah, and Singapore.

Thales will provide T4 with ongoing airport security engineering support for the next three years.

TFWA Asia Pacific Exhibition & Conference 2018 sets new attendance record

The largest ever number of visitors attended the 23rd TFWA Asia Pacific Exhibition & Conference last week in Singapore. The 2018 event welcomed 3,194 visitors from the duty free and travel retail industry, up 3% from 3,087 who attended the event in 2017. In 2016, 2,905 attended.

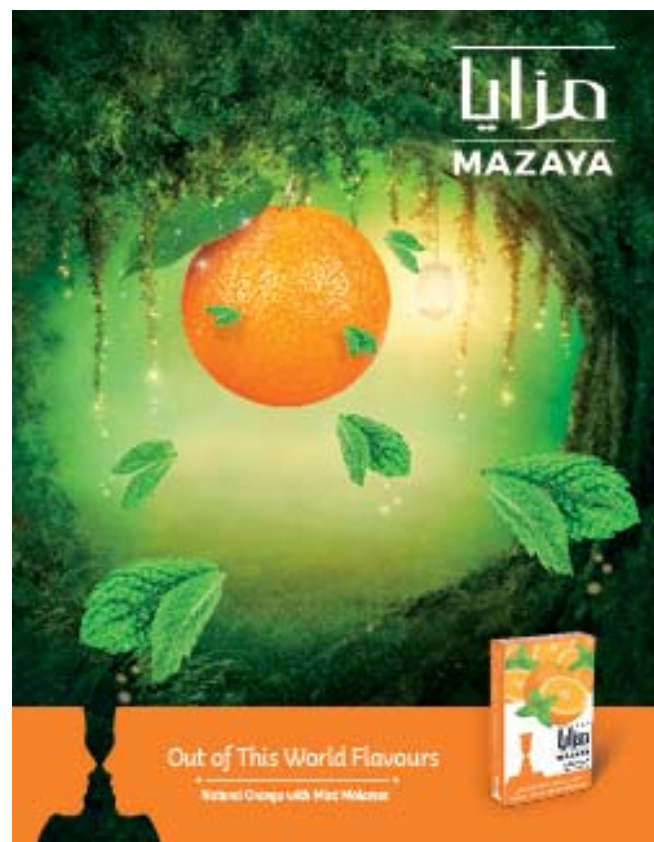
These figures included representatives from 1,290 companies, up by 6% from 1,220 in 2017. There were 2,534 delegates from duty free and travel retail operations, landlords and agents at this year's event, the same number as last year. Of these, the number of duty free and travel retailers this year was 1,105, up from 1,053 in 2017, an increase of 5%. They came from 284 companies, compared with 266 in 2017, an increase of 6.8%.

A total of 309 companies exhibited in 10,505 sq. meters of space, of which 53 were new exhibitors or those returning after a break.

The conference was also well attended, with 1,390 delegates in the morning plenary session. More than 870 delegates attended the afternoon workshops as well.

The Welcome Cocktail was held at the stunning new location of the Gardens by the Bay, attended by nearly 950 guests. Other events included a Chill-Out Party at the Mandarin Oriental Hotel and the Singapore Swing Party at the JW Marriott Hotel.

"The dynamic growth we are seeing in the Asian duty free and travel retail market has once again been reflected in some truly impressive figures at this year's TFWA Asia Pacific Exhibition & Conference," said TFWA President, Erik Juul-Mortensen. "The feedback we have had from both exhibitors and delegates has been extremely positive. The consensus has definitely been that there are plenty of good reasons to be here this week, and much good business has been done."



HURRICANE RECOVERY UPDATE:

Little Switzerland provides aid to its home Caribbean markets

Following the severe impact felt in the Caribbean from Hurricanes Irma and Maria last September, leading retailer Little Switzerland launched a major relief effort to provide aid to its employees throughout the affected islands where Little Switzerland's stores and staff are located.

Hurricane Irma, the strongest Atlantic basin hurricane ever recorded, first made landfall on the northeastern Caribbean islands on September 6, including the Bahamas, St. Maarten, British Virgin Islands, and the US Virgin Islands.

Days later, Hurricane Maria caused catastrophic damage across the northeastern Caribbean, including St. Maarten, BVI and the US Virgin Islands, and on September 20 Puerto Rico, which had largely escaped wide-spread damage during Irma, was devastated.

The extent of destruction across these countries and territories varied, but damage caused prob-

lems with water supplies, sanitation, food supply, electricity, transportation, shelter, communications, security, medical care, and mosquito control.

Immediately following Hurricane Irma, Little Switzerland's ownership commandeered relief planes and flew in supplies to their base of operations in St. Thomas. From there, supplies were distributed locally to all affected employees, and supplies were shipped by boat for distribution to Little Switzerland employees in Tortola and St. Maarten.

"Remarkably, every Little Switzerland employee and their families survived and are well on the way to full recovery," reports a company spokesperson.

Little Switzerland also established a GoFundMe site that allowed partners, friends and family members to contribute to the recovery efforts. The total amount of funds raised was over \$100,000, and the majority of the

funds were used to help everyone who was an employee at the time and applied for aid.

All 56 of the employees who applied for aid received funds, says the company.

"My kids and I were very thankful for the funds received from GoFundMe. It came at a very critical time in our lives when we all needed food, clothing and basic supplies to help us get through two very devastating hurricanes. We are forever grateful," comments Shona Barry, one Little Switzerland Store Manager.

"The program helped me tremendously. With certain months that were slow I fell behind on bills so the funds received went directly to paying my rent and giving me a little breathing room. Thank you to all the team members that made your program possible to help me. There are not enough kind words I can say," said Ray Sobotka, a Little Switzerland Sales Associate.

Little Switzerland says that

any remaining funds will be used to acquire and store supplies for employees for future emergencies.

Store update:

Almost all Little Switzerland stores throughout the Caribbean are open and fully operational, with a few exceptions:

Puerto Rico: The store located at The Ritz-Carlton in San Juan is closed until late 2018.

Tortola: The store located at Tortola Pier Park will be closed until summer of 2018.

St. John: The store located at Mongoose Junction will be closed until summer of 2018.

St. Maarten: Although the St. Maarten Harbour Point cruise ship dock store is open and fully operational, the downtown Philipsburg store will be closed until summer of 2018.

St. Thomas: All downtown and cruise ship dock stores are open, while stores at the Ritz-Carlton and Marriott Frenchman's Reef are closed until the hotels reopen in late 2018 to early 2019.

Continued on next page.

Carnival Corp. to develop Dubai Cruise Terminal

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In addition, Dubai Harbour will boast the largest yacht marina in the Middle East and North Africa with 1,100 berths capable of accommodating some of the world's largest yachts up to 150 meters.

Its diverse infrastructure will include an extensive road network, as well as marine and air transportation facilities, a monorail line, a bridge to Bluewaters and water taxi stations.

The project is being developed in phases and will create synergies with some of Dubai's other iconic projects located in the area, including Bluewaters.

Helix cruise center - Barcelona

In other news from Carnival Corp., the company inaugurated its second cruise terminal at the Port of Barcelona on May 5. The 46-million euro state-of-the-art Helix cruise center is 12,500 sqm in size and combined with the company's existing terminal at the port represents Carnival Corp.'s largest combined terminal investment in Europe.

Fleet Ops Center-Miami

On May 10, Carnival Cruise Lines previewed its new 35,000-square-foot Fleet Operations Center (FOC) in Miami, the largest and most advanced in the cruise industry.

The FOC is the first facility of its kind in South Florida and features a state-of-the-art tracking and data-analysis platform that enables real-time information sharing between Carnival ships and specialized shore-side teams designed to support fleet operations.



His Excellency Abdulla Al Habbai, Group Chairman of Meraas, shows Arnold W. Donald, CEO of Carnival Corporation, (right) plans for the new Dubai Harbour.



Puerto Rico welcomes 17K cruise ship passengers in one day this week, generating \$1.5m for local economy- "P.R. is coming back" says SMT

An estimated 17,000 cruise ship passengers were expected to arrive in Old San Juan on Wednesday, a visit that is expected to pump some \$1.5 million into the local economy, said Puerto Rico Gov. Ricardo Rosselló, according to local website, newsismybusiness.

Cruise passengers arrived aboard the *Carnival Ecstasy*, *MSC Seaside*, *Carnival Magic* and mega-ship *Harmony of the Seas*.

Passengers were able to participate in shore excursions in Old San Juan and beyond the capital city.

Royal Caribbean International's *Harmony of the Seas* and the *MSC Seaside* docked at Pier 3 West and Pier 3 East, simultaneously, at 7 a.m. and departed at 2 p.m. The *Carnival Magic* and *Carnival Ecstasy* docked at Pier 4 West and East, simultaneously, arriving at 8 a.m. The *Magic* departed at 4 p.m. and the *Ecstasy* at 5 p.m.

Puerto Rico Tourism Co. Executive Director-designate Carla Campos said:

"This is a strong indication that the cruise lines are confident that as a destination, Puerto Rico has everything it needs to please their passengers and provide an attractive, varied and robust offering."

"We have prepared with great care and enthusiasm to showcase the best tourism and to give our visitors an unforgettable stay; one that will compel them to tell their friends and family about the wonderful experience they experienced in our island, but especially that motivates them to return," said Campos, adding the Tourism Co. will sponsor several cultural events to welcome the four cruise ships to Old San Juan.

Several agencies worked together to prepare the docks for the arrival of the ships and its passengers, including the Puerto Rico Ports Authority, the Public Service Commission, the U.S. Coast Guard and Economic Development and Commerce.

Jorge Azel Jr, Executive VP, CFO of SMT Duty Free, the company that operates the duty free stores at the San Juan cruise port, spoke with *TMI*

regarding yesterday's cruise arrivals.

"Yes, it's certainly very good news. Puerto Rico is coming back in a big way. Four ships in one day is not that unusual, we have had four vessels in port in one day several times since the hurricane. What is great news is the size of the ships together at the same time in one day. These four vessels will bring over 17,000 cruise passengers to San Juan today. Actually, the number of vessels today is five, because we also have the Ferry to and from Dominican Republic, which sails out of Pan-American Pier three times each week. The Ferry does not receive as much press as the cruise lines, but they are a good addition to the economy."

Azel continues:

"According to CTPR, Puerto Rico's tourism company, cruise arrivals in FY 2016/2017 were at 1,469,405 and there is optimism for strong passenger arrivals this upcoming season. The trend towards larger vessels was evident last week, when Gov. Rossello welcomed Royal Caribbean's *Freedom of the Seas* as a new larger home port vessel replacing the smaller *Adventure of the Seas* leaving out of Pan-American Pier 2 every Saturday. This is important to the economy because the *Freedom* is the largest vessel Puerto Rico has ever had as a home port vessel. Royal also renovated the Pan-American 2 Pier in order to handle the increased traffic."



Luxury Caribbean retailer Little Switzerland turned to providing aid to its staff on the islands hit by last season's devastating hurricanes.

Frederique Constant continues charity partnership with Gwyneth Paltrow for 3rd year

Swiss watch brand Frederique Constant announces the continuation of its partnership with Oscar winning actress and philanthropist Gwyneth Paltrow as its Global Charity Brand Ambassador. This is the third consecutive year of the relationship.

Since 2016, Frederique Constant has partnered with Paltrow as its Global Charity Brand Ambassador. She chose to align with charity organization, DonorsChoose.org, involved in supporting education for children.

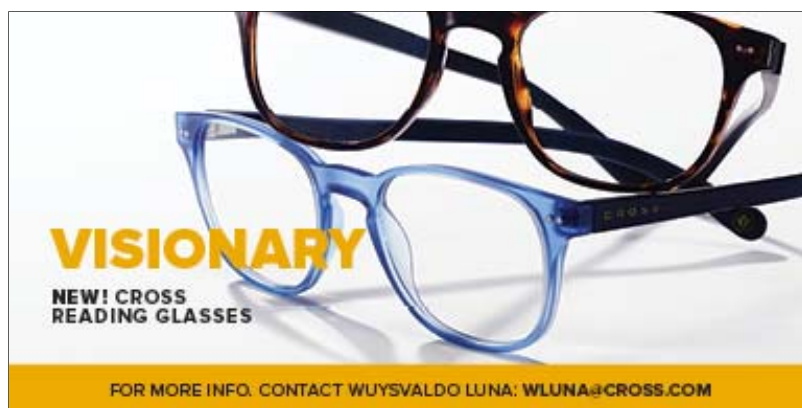
Since 2004, Frederique Constant has donated \$50 upon each watch sold from the brand's Ladies Collections and has contributed \$50,000 to the DonorsChoose.org organization, specifically towards their movement and sports programs throughout public schools.

Little Switzerland hurricane update

Continued from previous page.

"As business in the affected islands continues to recover, Little Switzerland looks forward to welcoming visitors and local residents alike to their stores throughout the Caribbean, and encourages all worldwide travelers to visit the Caribbean this year and show their support for the region," says the company.

Little Switzerland currently operates over 30 luxury watch and designer jewelry stores throughout the Caribbean, including Boutiques for Breitling, Omega, TAG Heuer, Tiffany & Co. and David Yurman. It operates in locations in Aruba, Barbados, Curacao, Key West, Punta Cana (Dominican Republic), Nassau (Bahamas), San Juan (Puerto Rico), St. John, St. Maarten, St. Thomas and Tortola.





Flor de Caña capitalizes on power of airport marketing with first of its kind activation at ATL

Nicaragua's award-winning super premium rum brand Flor de Caña is now showcasing its ground-breaking volcano tasting promotion in Hartsfield-Jackson Atlanta International Airport. The innovative activation is being held in partnership with Clear Channel Airports, and is the first time that ATL is allowing a tasting of this type in the airport.

Flor de Caña, the 2017 Global Rum Producer of the Year, is offering one-ounce tastings to passengers 21 years of age and older at the world's busiest airport. The exhibit went live March 27 and runs through May 20 in ATL's Concourse E. The campaign has also run in Miami and New York's JFK airports.

Travelers passing through ATL's Concourse E are greeted by a 10-foot high volcano "erupting" with the spirits of Flor de Caña. The structure, inspired by the San Cristobal Volcano in Nicaragua, gives the illusion of rum flowing freely from all four sides of the

cone, cascading down into copper pillars.

The history of this 125-year old brand is told through large digital screens that create a visual mosaic showing how the rum is aged at the base of the active volcano in premium bourbon barrels and sealed with plantain leaves. It is quintuple-distilled with 100% renewable energy.

Flor de Caña has found airport advertising to be a powerful tool to reach both frequent business travelers and millennials. It partnered with Clear Channel Airports, the exclusive media provider for Hartsfield-Jackson Atlanta International Airport, and layered its campaign with experiential marketing.

Clear Channel says that Flor de Caña's consumer engagement strategy in ATL capitalizes on the latest findings from a 2017 Nielsen study illustrating the power of airport advertising to drive brand awareness and purchase decisions where dwell time is key.



The Nielsen consumer insights study confirms that 80% of frequent fliers notice airport advertising with 42% taking action, such as visiting a store, or visiting a website to learn more about a product or service seen in an airport. Further, 19% of frequent flyers bought a product they saw advertised in the airport.

"Since the beginning of this exhibit, we've given more than

8,000 Flor de Caña samples for passengers to taste. We're thrilled more people are discovering the fastest growing premium rum in the Americas while they're on their travel voyages," said Mauricio Solórzano, Flor de Caña Global Brand Ambassador.

Flor de Caña is sold in Hartsfield-Jackson Atlanta International Airport at the DFA duty free shops.

Brown-Forman reorganizes to support globalization of its premium and super premium

Brown-Forman has announced some key changes to its organization designed to help the company continue to globalize its premium and super premium spirits brands around the world, led by its strong leadership of the fast-growing American whiskey category. The changes are effective June 15, 2018.

John Hayes will become SVP, President of USA & Canada. Hayes recently served as SVP, Chief Marketing Officer for all Brown-Forman Brands (except Jack Daniel's).

Thomas Hinrichs, currently President of Europe, Asia, Australia, New Zealand, and the Pacific Islands region, will become SVP, President of the International Division, responsible for the company's business in all regions except the U.S. and Canada.

Jill Jones, EVP and President of the North America Region, many emerging global markets, and global travel retail, will be leaving Brown-Forman.

Mark McCallum will become EVP, Chief Brands Officer, responsible for the marketing activities for the company's global portfolio of brands. Over the last 15 years McCallum has served as President of Jack Daniel's, COO, and CMO.

B-F also announces the creation of a newly envisioned Global Corporate Affairs organization, led by **Mike Keyes** as SVP, Chief Corporate Affairs

Officer. The new Global Corporate Affairs organization will include Corporate Social Responsibility, Government Affairs, Family Shareholder Relations, Corporate Communications, Global Community Relations, and Corporate Services.

A 27-year veteran of B-F, Keyes for the last decade has served as SVP,

President of the North America Region. Chief Executive Officer Paul Varga and Chief Operating Officer Lawson Whiting said they believe that these refinements to the company's current structure will better enable it to accomplish its strategic ambitions, including its overarching goal of "Building Forever."

Paul Lawrie joins Loch Lomond as brand ambassador

Golf champion Paul Lawrie has joined Loch Lomond Whiskies as a brand ambassador.

Lawrie, the 1999 Open Champion, is the second golf great to partner with Loch Lomond Whiskies as an ambassador, joining fellow Scottish golfing legend Colin Montgomerie as a representative of the brand. The independent Scotch whisky distiller recently announced a five-year agreement with The R&A to become Official Spirit of The Open and Women's British Open.

Over a career spanning more than 30 years, Lawrie has competed in more than 600 European Tour events and represented Europe in the Ryder Cup in both 1999 and 2012.

Lawrie has been working with the Master Blender at Loch Lomond Whiskies to create the *Paul Lawrie Autograph Edition*, which will go on sale before July for The 147th Open.

***NEW***

BREITLING CARIBBEAN
/LATAM
Assistant Retail Manager
(Boutiques)
Miami Office

We are looking for an Assistant Retail Coordinator/Manager for the growth in the Caribbean Latin American Market. He/she will be responsible in assisting the Retail Manager in developing the Boutique sales team, to ensure customer experience, enhance loyalty to the Breitling brand name, with the end goal of achieving the Business and sales objectives.

MAIN RESPONSIBILITIES

Lead the team and drive sales performance to consistently achieve sales budget objectives while ensuring operational integrity. Communicate, support and monitor company KPI's and proactively identify strategies to ensure performance standards are met. Implement all Boutique brand guidelines and procedures. Promote brand awareness, establish store presence, and capture competitive market share through company events. Ensure the implementation, execution, and measurement of company CRM initiatives through team action plans. Lead Boutique operations (stock management, reporting, expenses, etc.)

REQUIRED QUALIFICATIONS, EXPERIENCE AND SKILLS

Solid experience in managing a luxury goods brand. Ability to effectively communicate effectively across the levels of the organization (written and oral) in English and Spanish. Business acumen combined with strong analytical and organizational skills. Very good interpersonal skills and flexibility.

Ability to travel 40-50%
Please send resumes to:
info@breitling.bs

***NEW***

BREITLING CARIBBEAN
/LATAM
Sell-In Sell-Out Analyst
Miami Office

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

**GODIVA GTR**

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PURPOSE

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

POSITION REQUIREMENTS

- Minimum 3 year experience in a commercial or similar role in a multinational FMCG or Luxury company within TR
- Business Degree
- Fluent in English and other languages as required by the region
- Knowledge of MS Office
- Strong negotiation skills
- Understanding business dynamics and sensitive to premium market brands
- Ability to build relationships and sensitivity to multicultural environment
- Good planning & organization skills
- Customer focused and results oriented
- Strong communication and training skills
- Ability to deal with ambiguity
- Must be able to travel up to 50%

Please apply to req# 3371
www.godiva.com or directly at
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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>

L'OCCITANE AMERICAS**has an immediate opening for
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America**

Responsible for maximizing retail sales throughout North America East Coast and specific Central America

locations, supervising, developing and motivating Beauty Consultants

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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

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Based in Miami

Please submit your resume to:
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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
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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



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:
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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