

North America's busiest air route: Mexico City to Cancun

A new study published by air service event organizer Routes reports that Mexico City (MEX) to Cancun (CUN) is the busiest air route in North America with almost 3.7 million passengers traveling between the two cities between Nov. 1, 2016 and Oct. 31, 2017.

Los Angeles International (LAX) to New York JF Kennedy (JFK) ranked second with 2.8m people flying between the east and west coast cities. This is the longest route in the top ten at 2,474 miles.

The third-busiest route links MEX with Monterey International Airport (MTY), the third largest city in Mexico.

Completing North America's top five busiest passenger routes is New York LaGuardia (LGA) to Chicago O'Hare International (ORD), which attracted 2.36m passengers during the year, and San Francisco (SFO) to Los Angeles International, with 2.2m.

Routes says that the research analyzed the top 100 aviation routes by total capacity from Nov. 1, 2016 to Oct. 31, 2017, according to OAG's Schedules Analyzer, and then ordered them using data provided by Sabre Airline Solutions for the same time period.

The research has been released ahead of Routes Americas 2018, an

aviation forum that will take place in Quito, Ecuador (Feb. 13-15).

More information is available at routesonline.com

The top ten routes:

1. MEX - CUN
2. LAX - New York JFK
3. MEX - MTY
4. New York LGA - Chicago ORD
5. SFO - LAX
6. Guadalajara (GDL) - MEX
7. LAX - Seattle-Tacoma (SEA)
8. SFO - JFK
9. LGA - Atlanta ATL
10. Orlando MCO - Newark EWR

Grey Goose shares a touch of winter magic at Toronto airport

Bacardi Global Travel Retail created a magical seasonal campaign for Grey Goose vodka at Toronto Pearson International Airport Terminal 3 that ran from Dec. 1, 2017 – Jan. 6, 2018. The campaign offered travelers the surreal opportunity to step into a giant snow globe for a unique, premium experience at the airport.

The Grey Goose snow globe installation was the centerpiece of a French Alps-themed space, featuring a mountain chalet-styled ambience where shoppers could unwind and sample a freshly prepared

seasonal Grey Goose cocktail.

The themed area was furnished with a range of branded fittings and theatrical props, including chalet-style seating, 'log' tables, mountain signage and flickering lanterns that enhance the atmosphere.

Shoppers were invited to select from a range of 'snow-ready' props and strike a winter pose in the giant snow globe experience. Using Sharingbox, an automated digital photobooth, photos were printed instantly as a seasonal greeting card or shared electronically as an animated GIF.

Guests in the 'Alpine Chalet' were also invited to step into the Grey Goose Le Fizz Sampling Bar, where they were offered a freshly prepared Grey Goose Le Fizz cocktail from expert bar staff.

The activation targeted seasonal purchasing through an extensive display of House of Grey Goose products, including Grey Goose Original available in the new 2017 seasonal Alpine gift pack, Grey Goose VX, Grey Goose Interpreted by Ducasse, Grey Goose flavors - L'Orange, Melon, Le Citron, Cherry Noir and La Poire.

Continued on next page.

Argentina approves new duty free allowance

The Argentine government has increased the country's duty free arrival allowance to US\$500 per person.

The increase from the previous level of \$300 brings the country into line with other countries in the Mercosur trading bloc. Children under 16 years of age are entitled to an allowance of US \$250. Duty free goods purchased in excess of the allowance will be taxed at a rate of 50%.

The new allowance takes effect immediately at arrivals stores in all the country's international airports.

INTERNATIONAL

Dubai Duty Free 2017 sales soar to record US\$1.93 billion

Dubai Duty Free reports record-breaking sales for 2017 of US\$1.93 billion, up 5.6% over 2016.

The remarkable year came to a close in December with a new monthly sales record of more than US\$219 million. DDF's 34th Anniversary 3-day offer of a 25% discount on a wide range of merchandise in December reached US\$54 million in sales.

The 2017 operation recorded 27.2 million sales transactions -- an average of 75,000 sales transactions per day. A total of 73 million units of merchandise were sold.

Perfumes retained its position as the best-selling category with annual sales of US\$300 million, contributing 16% towards total sales at Dubai Duty Free.

Liquor reached US\$298 million in sales, and Tobacco US\$189 million, representing an increase of 2% and 19% respectively.

Cosmetics jumped to fourth place with sales increasing by 17% to US\$172 million for the year.

Sales in Departures reached over US\$1.6 billion, representing 87% of total annual sales while Arrivals sales showed a 3.6% increase over last year and accounted for 10.8% of the total annual sales.



BLEU

An exotic collection of artisan herbal teas.

Sustainably sourced, all natural with no artificial colors or flavors. Discover the exotic vivid steep of BLEU artisan herbal tea.



Tea Forté
The Exceptional Tea Experience

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

Fraport Brasil begins operations at Fortaleza & Porto Alegre Airports

Fraport AG-owned Fraport Brasil started the year off with brand new operations at Fortaleza's Pinto Martins International Airport (FOR) and Porto Alegre's Salgado Filho International Airport (POA).

The operational takeover on January 2 follows the completion of the required joint transition period with Infraero, the state-owned authority that previously ran both airports. Fraport AG won the FOR and POA concessions in March 2017 during a public auction of four airports under Brazil's third round of airport privatizations.

Some BRL 600 million is expected to be invested at each airport for infrastructure improvement and development projects during the corresponding concession periods.

Dr. Stefan Schulte, Fraport AG's executive board chairman, emphasized: "We are proud to welcome these two 'best-located' gateways to the Fraport global portfolio. With Porto Alegre and

Fortaleza, we now have three airports in South America and a total of 30 airports where we are active worldwide. Our mandate is to enhance the passenger experience while strengthening the role of these airports for their respective stakeholders and regions."

Andreea Pal, CEO of Fraport Brasil, explained: "We strongly believe in the potential of Fortaleza and Porto Alegre airports. We are focusing our efforts on raising the attractiveness of these two airports through ongoing improvements in infrastructure and operational processes."

The Fraport Brasil Fortaleza operating company has been established to run the FOR concession in the federal state of Ceará for 30 years, while Fraport Brasil Porto Alegre has been created for the 25-year POA concession in Rio Grande do Sul. Both airports are located about 3,200 km by air (4,200 km by car) from one another along the Atlantic seaboard of Brazil.

Grey Goose shares a touch of winter magic at Toronto airport *continued from page 1.*

Geoff Biggs, Regional Director, Americas, Bacardi Global Travel Retail, says: "No matter where they're heading on their flights, this colorful Grey Goose activation engagingly interrupts the passenger journey and offers them an exciting and memorable stopover, sharing the style, warmth and fun of the French Alps with the world's best premium vodka.

"Shoppers are instantly intrigued by the startling scale and beauty of the giant metallic orb – which many liken to a spaceship or a giant tree bauble – and are enthralled by the idea of stepping into the magical world inside the globe!

"At a busy and stressful time of year this is all about positively enhancing the passenger journey by sharing holiday moments with them, creating their chance to enjoy a unique Grey Goose experience and then pay it forward by sharing the fun with friends and family across the world."

Tina Williams, Business Development, Partnerships & Advertising, Toronto Pearson, adds: "As Canada's global gateway Toronto Pearson is committed to creating innovative, engaging and memorable experiences for our passengers. We are delighted to welcome this relevant and entertaining partnership with Grey Goose vodka, which is also a wonderful way to share the spirit of the season."

Grey Goose is the best-selling super-premium vodka brand in global travel retail (IWSR 2017).



El Palomar confirmed as Buenos Aires' 3rd airport

Argentina's Minister of Transport Guillermo Dietrich has confirmed that the military airbase at El Palomar will be converted to a low cost airport with immediate effect. ARS 1,600M (US\$82.5M @ 19.4 ARS/USD) will be invested in a three stage plan to improve existing facilities at the air base, situated 18km to the west of Buenos Aires.

Last year, newly created low cost airline Flybondi had shown an interest in building its own terminal at the military facility but the government has now incorporated the airport into the national network and has passed management of the airport to Aeropuertos Argentina 2000 (AA2000). Plans for retail and other commercial activities are still unclear but AA2000 has strong links with ShopGallery for duty paid shopping and Dufry, the duty free concession holder at the airport manager's other airports in Argentina.

Initially the scheduled capacity of El Palomar is for one million passengers per year and with the new expansion plan, it will become the third largest airport in the Buenos Aires Metropolitan Area.

Work on the first phase of the improvement program is already underway but local politicians are seeking to halt the construction project alleging that a Public Hearing should be mandatory as well as an environmental study to assess the suitability of the airbase for expansion.

By John Gallagher



Beauty Brands Sur America “wows” Colombian market with new Concept approach



The BBSA team at the Concept House event in Bogota in September.

An important new player has entered the beauty business in South America, and is now making a huge splash in Colombia.

Beauty Brands Sur America (BBSA), dedicated to the import and distribution of fragrances, skin care and makeup, introduced 25 beauty brands into the market with an extremely innovative 2-day immersive event that it called Concept House in September.

Under the direction of its well-known general manager, Barbara Kern, BBSA intends to be recognized as the most innovative distributor of beauty products in the Colombian market.

“We want to be known as Colombia’s most admired, trustful and competent Beauty Distributor in the market,” Kern tells *TMI*. The BBSA portfolio ranges from lifestyle and celebrity brands such as Britney Spears and Hollister to niche and luxury such as Bond No 9, Dolce&Gabbana, Salvatore Ferragamo and Chloé, as well as prestige makeup and skin care brands as Shiseido and Elizabeth Arden.

The BBSA launch welcomed its partners, consumers and media to a stunning Concept House on Sept. 20-21 at the Mansion Francesa in Bogota, Colombia.

“Located in one of the most exclusive neighborhoods of Bogota, La Mansion Francesa is the perfect place to hold such a luxurious event,” Kern told *TMI*. “For two days Beauty Brands Sur America created a cozy space where each guest was able to explore and discover the DNA of each of our brands.”

Kern explains that the Concept House allowed the company to present each brand in a different and disruptive way.

Targeting press, influencers, celebrities, retailers, beauty advisors and consumers, the Concept House was divided into different sections for each of the categories carried by BBSA, from luxury and niche brands to exclusive men’s brands, celebrities and lifestyle brands.

There were dedicated areas for Shiseido and Elizabeth Arden as well as a stunning set-up for Dolce&Gabbana around the pool. Each brand hosted a special event, demonstrations and many offered beautiful custom-made items through which to sample the fragrances.

The new distribution company, which is 100% independent, brings a deep knowledge of the beauty market and consumer to Colombia, with a multichannel distribution capacity around the country, along with a deeply experienced professional team who plan to innovate and surprise both consumers and retailers.

“We are focusing on Brand Equity development, particularly through excellent service and execution,” says Kern, who

herself has more than 25 years of experience in luxury consumer goods distribution and retail both with international and Brazilian companies. Among her key positions was time with Latin America’s Bright Star Group as well as with leading beauty distribution companies in Brazil, Argentina, Chile and Paraguay.

“BBSA will develop brands by implementing our marketing vision on the market. Not only have we set up infrastructure to attend to market demands through our back office, legal and logistic operations, but we will implement long term goals with coordinated marketing and sales initiatives,” Kern says.

Colombia—the fourth largest economy in Latin America with a population of 49 million -- is a particularly attractive market for beauty sales, she says.

“Consumers are increasingly searching for unique aromas that allow them to differentiate themselves from others. We see great opportunity for further penetration of premium brands linked to the aspirational behavior of Colombian consumers.

“Importantly, consumers are prepared to pay more for the added value for unique and exclusive aromas. We see great opportunity to build up market momentum based on building brands awareness,” says Kern.

BBSA also has in-house digital and social media capabilities to cater to the market’s huge appetite for e-commerce. There were 28.5



million internet users in Colombia last year, 76% of whom buy online.

The demise of Grupo Wisa in Panama (the companies owned by Abdul Waked, who was accused of money laundering by the U.S. government) was also felt in Colombia, where the local market was dominated by Grupo Wisa’s La Riviera retail. Many new companies are opening in the country to fill the gap left by the closing of La Riviera’s rented stores (Ed. Note: there are approximately 40 La Riviera owned stores still operating in Colombia).

Kern says that BBSA will solidify its base for long term growth by catering to the current strong beauty business in Colombia and by opening distribution to new channels and the new-comer retailers that are filling the market. The company supplies traditional stores such as Falabella, and Fedco, as well as newer retailers such as Chromatic, Blind, Blush-Bar and Perfumería, among others.

“Our aim is to conquer the consumer’s share of mind when it comes to beauty brands,” she concludes. *LP*

VISIONARY
NEW! CROSS
READING GLASSES

FOR MORE INFO. CONTACT WUYSVALDO LUNA: WLUNA@CROSS.COM

Heineken goes non-alcoholic; introduces Blade draught system

Heineken Global Duty Free presented a pioneering new countertop draught system, **Blade**, and the global duty free launch of non-alcoholic **Heineken 0.0%** in Cannes in 2017--two key elements in the continuing growth of the Heineken brand portfolio.

Heineken 0.0% is a lager double brewed with natural ingredients, the alcohol is then removed, with natural flavors added.

“Global Duty Free industry growth depends on all parties fully understanding and delivering consumer demands. **Heineken 0.0%** is our response to increasing consumer trends for new, lighter alcohol free options. Just removing the alcohol from regular 5% Heineken would have been easy; but that approach wouldn't deliver the world's best tasting non-alcoholic beer. So we pushed the innovation boundaries, challenging our brewers to craft a perfectly balanced non-alcoholic lager that fully expresses the skills, heritage and authenticity of the Heineken brand,” says Global Duty Free Account Manager Koos Vrijlandt.

Blade draught system

Following the success of Brewlock, Heineken's award-winning draught systems, the company has developed Blade, which it says offers greater operational options and benefits. Adapted from the proven larger-scale version, **Blade** is a free-standing, compact and versatile countertop draught system with simple plug and play installation, minimal cleaning and almost no maintenance.

The illuminated, transparent Heineken branded dome houses the recyclable PET kegs (8 liters) of brewery fresh draught beer. The beer is kept at a temperature of 2 ° C, guaranteeing its quality and freshness up to 30 days from the opening of the stem. The smart air compression system does not require any CO2 or other additives.

Heineken says this ‘plug and play’ system brings a draught beer facility to locations with space challenges and also enables greater consumer choice thanks to instant brand rotation.

From its initial test launch in six markets in Europe Blade is now

available with Heineken in Global Duty Free, along with a wider range of premium beers from the Heineken portfolio, including **Affligem, Tiger, Birra Moretti, and Strongbow Gold.**

According to Vrijlandt, Heineken has its game-changing **Brewlock** technology on over 100 ships, and is revolutionizing the availability and mobility of Heineken's premium draft options in any location: “[We are] creating new, flexible opportunities for our customers to maximize key yield and operational effectiveness. With a counter-top footprint of just 29cm square – that's the depth of a sheet of A4 paper - Blade is especially effective in optimizing space in smaller outlets and for those currently limited to bottle only menus.”

Brewlock, launched in 2016, offers a keg system 25% lighter than regular draught systems and is 100% disposable, creating logistical, quality and cost benefits.

The award-winning system is now operational on around 100 cruise ships and ferries across the globe and has inspired the new Blade system.



Johnnie Walker celebrates Chinese New Year with limited edition Year of the Dog Blue Label

Diageo Global Travel has released a limited edition bottle of Johnnie Walker Blue Label celebrating the Chinese New Year, the brand's fifth installment from the annual limited edition series for Johnnie Walker Blue Label.

This year's Chinese New Year design is inspired by the bond between man and dog, created in collaboration with multi-award winning Taiwanese artist, Page Tsou. In 2018 the Chinese New Year Design will follow the Striding Man around the world as he celebrates with lanterns, fireworks and dancing dragons.

“During this festive period it's wonderful to be able to provide whisky consumers with a gift that is luxurious and unique from such an iconic whisky brand. The exquisite design of the Chinese New Year bottle will help to engage new consumers and reward existing ones with a limited edition collectable from Johnnie Walker Blue Label to mark this special time of year,” says Dayalan Nayager, Managing Director, Global Travel.

Award winning artist Page Tsou, comments: “It is an honor to have been commissioned to create the Johnnie Walker Blue Label Year of the Dog bottle. The precious design consists of a total of four dogs all chosen for their special meaning in Asia. This unique design tells the story of Johnnie Walker's Striding Man and a loyal companion as they journey around the world bringing prosperity and rejoicing in the arrival of the New Year. The design also contains various symbols of wealth and prosperity making this bottle extremely unique and the perfect gift to give this Chinese New Year.”

The Johnnie Walker Blue Label Year of the Dog Limited Edition bottle is available now in selected travel retail outlets globally, retailing at £175 RRSP for a 1 liter bottle.



Valparaíso proposes a new cruise pier

The Chilean port of Valparaíso has released plans for a new cruise ship pier in Valparaíso that would be able to handle two 300-meter ships simultaneously, with the possibility to expand for bigger vessels in future.

Agencias Universales SA, Agunsa, has proposed the pier, designed in conjunction with the Dutch engineering company Royal Haskoning-DHV

The project would require an investment of up to US\$30m, and would cover an area of approximately 2,300 square meters on the land side, where offices for the pier's operations and cargo could be consolidated, along with parking for ship suppliers. An access bridge, consisting of a concrete platform 200 meters long and 10 meters wide, would connect the berthing platform to the land.

The reinforced concrete berthing platform, 203 meters long and 30 meters wide, mounted on piles, would serve two ships of 300 meters, the size of most cruise vessels currently calling in Chile.



BREITLING
1884

Breitling Caribbean

Has immediate opening for the following position

Marketing Coordinator:

Responsibilities Include

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

Position Requirements:

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

Please send resumes to
Heidi.dettinger@breitling.bs



BREITLING
1884

**Executive Assistant
to the President
BREITLING Caribbean**

Specific responsibilities include but are not limited to:

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

Position Requirements:

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

Please send resumes to:
info@breitling.bs



BREITLING
1884

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

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

Specific responsibilities include but are not limited to:

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

Other functions:

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

Position Requirements:

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

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



TAGHeuer
SWISS AVANT-GARDE SINCE 1860

TAG Heuer

Caribbean & Latin America has an immediate opening for the following position:

Trainer – Merchandiser
– Coral Gables, FL

Reporting to the Director of Marketing, this position is responsible for delivering product and merchandising training programs in the CLA / Caribbean & Latin America region (includes Travel Retail doors in North and Latin America, Caribbean, as well as Cruise Ships) to create a fleet of TAG Heuer "experts" at the retail level and to deliver perfect merchandising execution in all stores.

Knowledge, Skills & Abilities

- Excellent Presentation Skills (to represent TAG Heuer as a subject matter expert)
- Must be fluent in English and Spanish. Portuguese is a plus.
- Expertise with MS Office Suite – Excel, Power Point, Word.
- Ability to work effectively in a fast-paced and dynamic environment.
- Ability to work independently with minimal supervision.
- Ability to manage multiple projects simultaneously with strong attention to detail and follow-through.
- Good understanding of the luxury environment and of the Caribbean & Latin America culture.
- Ability to travel up to 70%

Education and Experience

- Bachelor Degree
- Minimum 4 years' experience in retail and training
- Project management experience is a plus.

To apply, please go to:

<http://human-resources.tagheuer.com/en/job-offers/job-details.php?jobId=113175>

Business shorts from South America: Venezuela down, Argentina inching up

Regional news agency Mercopress reports that Venezuela's economy shrank a massive 16.5% in 2016, according to an official government filing to the US Securities and Exchange Commission (SEC). The oil-rich but impoverished country attributed the collapse to a contraction of 9.9% in the oil sector and 16.1% in the non-oil economy.

The 150-page report, received last Thursday by the SEC, also reported inflation at 274.4%, and an unemployment rate of 7.5% in the calendar year ending on Dec. 31, 2016.

* * *

Argentina's Senate has given final approval to the government's tax reform and 2018 budget plan. At year end the Congress approved President Mauricio Macri's pension reform plan, part of his campaign to cut Argentina's fiscal deficit to 3.2% of GDP by the end of 2018 from 4.2% currently.

The pension reform debate prompted violent protests outside of Congress and a 24-hour general strike by labor unions

Argentina's economic activity expanded 5.2% in October compared with the same month last year, and grew by a cumulative 2.8% in the first 10 months of the year, government statistics agency Indec said.

Growth of more than 3% this year would prompt payouts of more than US\$2 billion on gross domestic product (GDP) warrants issued as part of debt exchanges in 2005 and 2010 following Argentina's massive default in 2002.

Credit risk rating agency Moody's expects Argentina's economic recovery to continue in 2018 and 2019, expanding by 3.0% this year and 3.5% in 2018, after contracting 2.3% in 2016, said the rating agency's report.

Source: Mercopress



CLARINS GROUPE has an opening for an East Coast Sales Coordinator

The ideal candidate is highly organized, dynamic, self-motivated and with strong sales, analytical and managerial skills.

Responsible to develop the sellout in his/her territory, Beauty Advisor management, implementation of merchandising, stock level follow-up, retail sales analysis, and promotion set-up among others.

Ability to travel 50%.
Proficient in MS Office.
Education: Bachelor's degree
Experience: Minimum 1 year experience in a commercial or similar role.
Experience in Luxury Company within TR is a plus.

Please send resumes to:
Deborah Seckler
Deborah.Seckler-Tarac@clarins.com

ACTIUM

Has immediate openings for the following positions based in Miami:

Area Manager Caribbean & Central America (Beverages Division)

Manage relationships with existing clients and prospect for new ones in assigned region in both domestic and travel retail markets. This role will require the candidate to **drive sales**, design and monitor the implementation of marketing plans, train sales force of all clients and act as an interface between the brand and the clients and ensure seamless flow of information.

Requirements

- 3 years of relevant professional experience
- Travel 25% minimum
- English and Spanish (French is a plus)
- Excellent communication and presentation skills
- Results oriented
- MS office skills

Please send your CV to:
Dflores@actium.us



Has an immediate opening for a Category Sales Manager for Liquor, Tobacco and Confectionary

Tasks:

Category Management

Create customer price lists, manage category space responsibilities; track and measure sales results, secure category information for the region, PAX, channel, or other market research; work in conjunction with Purchasing to develop vendor supported promotional programs and other items; verify all forecasts maintained in the replenishment system.

Sales Coordination

Create new product offers & catalogues, communicate assortment updates; create & maintain assortment files; coordinate information entered in SAP; maintain promotional calendar and create monthly presentations for customers; issue customer credit and debit notes. Additional responsibilities may apply.

Position Requirements

Full Time, HQ based position (Coral Gables); graduate degree (college). English a must, Spanish and other foreign languages a plus.

Please send resume to
info@heinemann-americas.com

NEW

THE SHISEIDO GROUP

COMMERCIAL ASSISTANT/MARKET COORDINATOR

The Shiseido Group has an immediate opening for a full-time Commercial Assistant/Market Coordinator position in the Miami office.

The ideal candidate must possess exceptional customer service skills.

This position will be responsible for processing orders, serve as support to the sales, marketing and operations departments, as well as act as main liaison with logistics.

This position calls for knowledge of all MS Office applications (with strong proficiency in Excel) and ability to learn new programs/systems.

Contact Information:

gcamplani@sac.shiseido.com

Ref : MCCOSM



Management and marketing company for Wines, Spirits and Consumer Health Care. Stansfeld Scott is 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.

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