

## Dufry launches Dufry Cruise Services and enters Asian cruise market with operations onboard *Norwegian Joy* cruise ship

Dufry is beefing up its cruise ship services by creating the Dufry Cruise Services center of excellence. Based in Miami, the new center is in line with the travel retail giant's strategy to further expand its presence in the cruise ship business, and combines the cruise ship expertise formerly known as Flagship Retail Services with the global strengths and resources of the Group.

In more cruise developments, Dufry announces that it is entering the Asian cruise market and has begun operations on board the *Norwegian Joy*, a vessel specially built for and customized to the Chinese cruise market.

The cruise line channel is a strategic growth area for Dufry, offering new opportunities going forward. Dufry Cruise Services is based in Miami (US) and offers the resources and support of a global company, such as centralized procurement and purchasing, store development, marketing and logistics as well as supply chain. Through its presence in 63 countries, the Group features a global support network for its growing cruise operations, while at the same time providing proximity to the single markets, customers and the related business partners.

From an operational perspective Dufry cruise ship & seaport sales account for 2% of Group revenue. Dufry's cruise ship operations cover routes from the USA to the Caribbean, Alaska, Europe and Asia.

Dufry operates a total retail space of close to 9,000 sqm, ranging from 140 sqm to nearly 2,000 sqm per store on Norwegian Cruise Lines, Carnival and Pullmantur vessels. In total Dufry is present on 17 cruise ships and offers a full range of traditional duty free products as well as brand boutiques similar to airports and specialized shops, such as the Colombian Emeralds jewelry stores.

### Entering the Asian cruise market

Dufry has just recently started operations on the *Norwegian Joy* with nine shops covering a retail space of 1,950 sqm. The *Joy* is the first Norwegian cruise liner which has been built specifically for the Chinese traveler, catering to 3,850 guests in luxurious suites in the exclusive ship-within-a-ship complex.

Dufry says this is an important strategic step to open the Asian cruise market and further expand this growing channel.

Dufry's CEO of Division 4, Rene Riedi comments: "The new operational offices will complement the current operations and logistics-purchasing platform, in order to have our resources close to the main cruise ship itineraries. It allows a global footprint with specialized local knowledge and regional expertise. These offices and platforms will receive support from the Center of Excellence and other relevant teams across the Dufry business, while maintaining a close relationship with, and management of, the market, the customer and the operation itself.

"We firmly believe that this is a remarkable step forward for this key strategic area of growth for the company and look forward to a continued success, hand-in-hand with our partners and, to expand our business even further, as opportunities arise in this fast growing market."

According to CLIA (Cruise Lines International Association), ocean cruise passengers reached 24.7 million in 2016 and CLIA projects 25.8 million passengers for this year. Part of the growth is attributed to the ongoing development of the Asian market, with capacity up by 9.2% in 2016, a 38% increase compared to 2015.

### PEOPLE



**Bruno Richard** has been promoted to Vice President, General Manager, Travel Retail Europe Middle East and Africa (TR EMA) at the Estee Lauder Companies, reporting to Israel Assa, Senior Vice President and General Manager, Business Operations, Travel Retail Worldwide. He will relocate to London.

Most recently based in Singapore, Richard spent more than five years in Miami in senior positions for Estee Lauder Travel Retail Americas.

He succeeds **Sue Fox** who has been named General Manager of Estee Lauder's Japanese affiliate.

Israel Assa said "Bruno's learning agility, understanding of consumers through his multi-regional assignments, together with his strong credentials in both the Travel Retail and European domestic markets, make him ideally suited to lead our company's TR efforts in this important and strategic EMA region."

He added "I want to wish Sue every success in her new assignment and thank her for her successful tenure in the TR EMA region."

**See IATA results for June on page 2.**



### BLEU

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The Exceptional Tea Experience

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

**BY THE NUMBERS**

## IATA: Strong air traffic demand growth continues in June

Air travel recorded its fastest first-half growth in 12 years, pushing load factors to record highs, reported the International Air Transport Association (IATA) in its latest traffic report. The group expects the strong results to continue, with the peak northern summer travel season likely to be record-breaking.

Global passenger traffic demand for June (measured in total revenue passenger kilometers or RPKs) rose by 7.8% compared to the year-ago period, reports IATA. This was in line with the 7.7% growth recorded in May.

All regions reported growth. June capacity (available seat kilometers or ASKs) increased by 6.5%, and load factor rose 1.0 percentage point to 81.9%.

For the first six months of 2017, traffic grew by 7.9%, a 12-year high, with a record first half load factor of 80.7%.

### International Passenger Markets

International passenger demand rose 7.5% in June compared to June 2016, with all regions recording growth.

**Asia-Pacific** airlines' traffic jumped 9.1% in June compared to the year-ago period. The overall upward trend in seasonally-adjusted traffic remains strong although volumes have slipped in recent months.

Traffic on Asia-Europe routes is trending upwards following terrorism-related disruptions in early 2016, but solid demand growth on international routes within Asia has paused.

**European carriers** saw traffic rise 8.8% compared to June 2016,

which was up from a 7.5% YOY increase recorded in May. Capacity climbed 6.5% and load factor rose 1.8% percentage points to 85.9%, highest among the regions. The stronger growth reflects both a favorable comparison with the year-ago period, as well as increased momentum in the regional economic backdrop, says IATA.

**North American** airlines' demand rose 4.4% compared to June a year ago. IATA says that the comparatively robust economic backdrop in North America is expected to continue to support outbound passenger demand. However, it says, anecdotal evidence suggests that inbound tourism is being deterred by the additional security measures in place for travel to the U.S.

**Latin American** airlines saw traffic demand rise 9.7% versus the same month last year. Growth was supported by strong travel within the region, but travel to North America is flat to down.

**Middle Eastern** pax traffic is under pressure, with carriers posting a 2.5% traffic increase in June, down from the already subdued 3.7% growth seen in May.

Capacity rose 3.1%, and load factor slipped down 0.4 percentage points to 68.9%. Demand slowing is most visible on the Middle East-North America market, which has been affected by a combination of factors including the (recently-lifted) ban on personal electronic devices, as well as a wider negative stimulation from the travel ban that has now been implemented for certain countries.

### DFASS wins Charlotte, N.C. retail contract

DFASS has been awarded the duty free concession at North Carolina's Charlotte Douglas International Airport, reports *The Moodie Davitt Report*.

The six-year contract is expected to start in mid-September and covers a 1,200sq ft duty free/duty paid shop in the D Concourse that will be renovated in the first quarter of 2018.

DFASS currently operates a MAC store in the same area.

Passenger traffic between the Middle East and North America was already slowing in early 2017, in line with a moderation in the pace of growth of the largest carriers in the region.

**African** airline traffic soared 9.9% in June. Capacity rose 7.1%, and load factor jumped 1.7 percentage points to 64.3%, although this still was the lowest among regions.

### Domestic Passenger Markets

Demand for domestic travel climbed 8.2% in June compared to June 2016, up slightly from the 7.9% growth seen in May. Led by China (+17.6%) and India (+20.3%), all markets reported demand increases, but with wide variation.

The U.S. domestic market – the world's largest – grew by 3.4% YOY in H1 2017. This was slower

than that registered in H1 2016, but the bigger picture is that the modest upward trend in seasonally adjusted volumes remains in place and consumer confidence surveys remain strong. The domestic U.S. load factor remains the highest of all the markets IATA tracks, but following a strong month-on-month pick-up in capacity in June, it was the only market not to post an all-time high for the month.

Domestic Brazil RPKs grew by a modest 1.0% in H1 2017 from the same period in 2016. Given the fragile political and economic backdrop, volumes are struggling for any momentum in SA terms; passenger volumes are still 8% lower than their peak reached in late 2010. However, airlines in the country have managed to limit the impact on passenger loads; at 79.9% in June, the load factor set a record-high for the month.

## Brazil reports lowest inflation since 1999

Brazilian prices rose in July at an annual rate of 2.71%, the lowest for 18 years, it was reported this week. Brazil is inching out of its deepest recession in history, and the news is considered likely to lead to sharper interest rate cuts, reports Mercopress.

The IBGE (Central Bank) statistics office said prices rose 0.24% in July from the previous month, which had registered a monthly price drop of 0.23%, the first decline since 2006. By contrast, prices rose 0.52% in July 2016. The 2.71% rate for inflation in the 12 months from August 2016 through July was the lowest since 1999.

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1947 — 2017

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TAX FREE WORLD ASSOCIATION

## Tea Forté introduces “visually stunning” new Bleu concept for travel retail

Sure to attract huge attention at the points of sale where it is featured, Tea Forté is launching the Bleu Collection, an exotic selection of artisan herbal teas that create a range of shades of blue when steeped.

Available on-counter in September, the Bleu Collection comprises five blends of tea that create a strikingly intense blue visual experience, says the company. These include Bleu Blossom, Blue Blush, Bleu Ginger, Bleu Hibiscus and Blue Mint. In travel retail, the Bleu Collection will be available in a presentation box of 20 infusers.

“The Bleu teas are visually stunning, and the spectacular tastes match the beauty of the presentation,” says Zachary Boiko, who is in charge of the brand for global travel retail (excluding the Caribbean and Latin America) at Miami-based ACTIUM.

Boiko joined ACTIUM from Starboard Cruise Services in February of this year to handle Tea Forté. He oversees travel retail worldwide excluding Caribbean and LATAM, which is covered by ACTIUM’s Beverages Division.

The sustainably sourced teas are all natural with no artificial colors or flavors. The five different shades of blue result from such ingredients as goji berries, flower blossoms and flavors including hibiscus (imparting a more purple shade) and butterfly pea flowers.

Each has been orchestrated to offer a beautifully balanced taste experience. The blue color comes from the butterfly pea flower, with the other ingredients creating the different shades.

Tea Forté is all about the exceptional experience of tea, says Boiko.

“The hand-crafted teas are presented in luxurious packaging, perfect for gifting. The brand is developing in the travel retail channel by focusing on its gourmet offer, which re-defines the contemporary tea experience and injects innovation and excitement in-store.”

Concord, Massachusetts-based Tea Forté is the global award-winning gourmet tea company known for its iconic patented pyramid-shaped infuser.

Tea Forté is currently available

in travel retail in the Americas in JFK International Airport through International Shoppes and Duty Free Americas, in Miami International Airport through NewsLink, in Hawaii through DFS, and in Asia through Lotte. It is also launching the Bleu Collection in the Caribbean and LATAM, initially with London Supply in September, with more to

come in the region in the near future.

The brand is also available in over 35 countries where it is presented at leading hotels, restaurants, prestige resorts and high-end retailers. Tea Forté has also been selected as the exclusive House Purveyor of premium teas for the renowned James Beard Foundation.



## Chase International to distribute Hiro Sake in US TR and Caribbean markets

Hiro Sake, producer of award-winning, handcrafted, premium sakes from Japan, has appointed Chase International, Inc. to distribute the brand in the US Travel Retail and Caribbean markets.

Brewed in the Niigata Prefecture, the premiere sake-producing region of Japan, Hiro comes in ultra-premium Hiro Gold, super-premium Hiro Blue, and premium Hiro Red.

“We are extremely honored to be representing Hiro’s hand-crafted Sake brands, and look forward to building the awareness and presence of this exquisite ultra-premium brand. To date, sake as a category has been very under-represented in travel retail and on the cruise lines, and we see an exciting opportunity to create a whole new refreshing category for Hiro Blue and Hiro Red Sake

drinks and usage, especially on the cruise lines, and with Hiro Gold in travel retail,” commented Chase Donaldson, President of Chase International.

Hiro Gold, an ultra-premium sake known as Junmai Daiginjo sake, is crafted from 100% Koshi-Tanrei sake rice and is produced in limited quantities only once a year by Hiro’s Toji (master brewer). Hiro Gold is not available in Japan, and is exclusive to US and European Travel Retail with a suggested retail price of \$100.00 (15% alc./vol.; 720ml).

Hiro Gold recently won a Double Gold Medal at the 2016 San Francisco World Spirits Competition and joins the portfolio of Hiro Blue and Hiro Red that have been growing double digits since their introduction six years ago. They are now available in

over half the U.S. domestically.

Hiro sake are handcrafted at the Brewery Taiyo Shuzo, established in 1635. Hiro Blue junmai ginjo (15% ABV) is available in 720ml and 300ml bottles with a suggested retail price of \$40.00/\$20.00. Hiro Red ginjo (15% ABV) is available in 720ml and 300ml bottles with a suggested retail price of \$30.00/\$16.00.

Hiro Red and Hiro Blue can be used in an infinite number of cocktails, standing in for vodka, rum or gin and with only half the alcohol of traditional spirits, says the company. Hiro is only 39 calories/ounce, additive- and preservative-free, gluten-free (made with rice), histamine- and allergen-free (no allergic reactions) and has 1/3 the acidity of wine (making it easier on the stomach).

Hiro Sake won additional accolades at the San Francisco World Spirits Competition including a Double Gold Medal for Hiro Blue (2015) and was named ‘Best of Nation’ from Japan, the highest award bestowed.

“As we celebrate our sixth anniversary of the U.S. launch of Hiro Sake, we are excited to partner with Chase International, due to their long-standing expertise and strong reputation building super and ultra-premium brands in the US Travel Retail and Caribbean markets,” says Carlos Arana, co-founder and CEO of Hiro Sake LLC. “We have grown double digits every year since 2011 and this year we are looking forward to expanding the presence of Hiro Gold, and the ultra-premium Sake category, into US Travel Retail and internationally.”

## Jordanian company Alzawrae strives to introduce its Mazaya shisha tobacco in travel retail beyond the Middle East

Jordanian-based Alzawrae, producer of the Mazaya brand of shisha tobacco, is returning to TFWA World Exhibition this year at stand H53 and the Don Michele Yacht.

The company is determined to reflect the rapidly growing popularity of shisha smoking in markets outside the traditional Middle East stronghold, and continues to invest heavily in promoting its extensive range of Mazaya fruit flavored shisha tobacco to travel retailers globally.

Pioneers in the production and supply of high-end tobacco-molasses and innovators in hookah technology to international quality standards, Mazaya has expanded its presence from three markets to 30 markets in just five years and seeks to expand the base of its success globally.

Mazaya will be showing more than 50 flavors of shisha tobacco in Cannes, including new 2 Apples Bahraini, and will offer a variety of pack sizes to travel retail.

Mazaya also supplies glass shishas in various sizes, including a portable size for consumers looking to experience this growing trend for the first time.

Mazaya has been steadily growing its volume sales throughout Middle Eastern airports over the past year, adding Najaf Duty Free, Iraq to the airports in Lebanon, Dubai, Egypt, Qatar, Kuwait, Bahrain, Iran and Jordan where it is also listed.

The company is strengthening its presence in the travel retail/duty free business with creative promotional activities both at trade and consumer level as it strives to heighten industry awareness of Mazaya.

For example, Alzawrae will be running a 'shisharoma therapy' promotion for Mazaya at Dubai Airport next month to support an airside advertising campaign with JC Decaux in Concourse A.

The company has created a relaxation oasis for travelers, says Brand Manager Rawan Elayyan: "High profile activations such as this really work well in spreading the word about Mazaya to existing shisha smokers and new customers. The idea here is that customers can 'step out of this world and relax with Mazaya,' whilst traveling through the airport. The promotion is outside the duty free shop so there is no sales activity here, but it is a great



A Mazaya shisharoma airport relaxation oasis where travelers can rest in Mazaya-branded massage chairs, enjoy fruit scented vapour aromas relating to shisha flavors and listen to soothing music. Brand ambassadors offer customers photos that can be shared on social media, and hand out product information and free gifts.

opportunity to reach the traveler at a different touch point – building awareness of the brand and the exciting world of shisha."

"In the meantime we will also continue to promote Mazaya ATL through industry media advertising, via industry exhibitions, events and conference sponsorship, plus customer giveaways to ensure we are the shisha brand of choice for travel retail internationally."

For more information, go to [www.mazayamolasses.com](http://www.mazayamolasses.com)

## Coach introduces the Coach x Selena Gomez Collection



New York-based Coach announces the launch of Coach x Selena Gomez, a new collection in partnership with the actress and singer. Featuring the Selena Grace, a bag designed by Selena in collaboration with Coach Creative Director Stuart Vevers, the offering also includes small leather goods and accessories available for a limited time.

The Selena Grace, a double-handled carryall that reflects Gomez's effortless all-American style, features personal touches such as a hangtag bearing her signature and a story-patch sewn inside with her empowering message: "To be you is to be strong." The bag is further customized with "Love yourself first" in Selena's handwriting—a phrase inspired by one of her tattoos—embossed onto the base of the bag.

Available in three exclusive colors: Selena Black Cherry, Selena White and Selena Red, the collection also includes bag charms, wallets and the Selena Wristlet.

"It was really fun to create this collection with Selena and design pieces that are cool and feminine like her," says Vevers. "When we designed the Selena Grace, it was about exploring the qualities Selena wanted in a bag and creating something that felt personal to her."

The Coach x Selena Gomez collection will be available in select Travel Retail Coach stores beginning September 1, 2017.





1947 - 2017

## TFWA marks 70<sup>th</sup> anniversary of duty free with major promotional initiative

As readers of *TMI* may have noticed, we have begun running a series of advertisements highlighting the contributions that the travel retail industry makes to the travel industry and the wider economy.

The campaign was created by industry association TFWA to mark the 70<sup>th</sup> anniversary of the duty free industry this year.

The global campaign, which will be made available for use by business partners and stakeholders across the world, features a series of six illustrative graphical adverts based around a number of core messages.

"The 70<sup>th</sup> anniversary of our industry gives us a wonderful opportunity to tell people why duty free and travel retail matters – whether it's at airports, on board ferries and cruise ships, at the border, downtown or during a flight," says TFWA president Erik Juul-Mortensen. "Our industry generates excitement and pleasure as well as vital revenues, and we

want to mark that through this campaign."

The campaign, featuring the caption "Duty free & travel retail: part of the journey," will consist of a series of distinctive adverts, each highlighting an aspect of the contribution made by duty free and travel retail to the world of travel.

Some of these are practical, such as how the industry brings jobs to local communities, makes travel more accessible and paves the way for transport improvements. Others are more emotional, such as how a visit to the duty free store is part of the holiday experience, how a gift from duty free can make a homecoming even happier, and how the industry brings customers great brands at great prices.

The imagery on each advert has been designed to be culturally universal, and the series will be produced in English, French, Spanish, Chinese, Korean, Japanese and Arabic as well as other languages if required.

Airports, retailers, airlines, cruise lines, brands, trade press and other stakeholders partnering with TFWA for this venture will be invited to add their own logo to the adverts, which will be available in a range of formats. These can then be used at their own locations according to availability, in their own promotional material or as part of social media campaigns. The visuals will be made available to partners entirely free of charge.

"It's a powerful platform for us all to come together and convey a positive message to the traveler about what our industry is all about. So far, we've had a really positive response from some of the leading operators in the industry, and I hope all will be united in supporting this initiative. As said before, we as an industry need to speak more often with one voice – this is a chance to do just that," says Juul-Mortensen.



## The Ritz-Carlton takes its luxury to sea

The award-winning luxury hotel brand, The Ritz-Carlton, is entering into luxury yachting and cruises.

Created by The Ritz-Carlton and maritime experts Douglas Prothero and Lars Clasen, in collaboration with funds managed by Oaktree Capital Management, L.P., The Ritz-Carlton will provide luxury hospitality service under a long-term operating agreement.

Named The Ritz-Carlton Yacht Collection, this venture represents a unique foray into the cruise industry for a luxury hotel operator and a first in the cruise industry. The Ritz Hotel Company is part of Marriott International.

The first of three lavish cruising yachts in this series is scheduled to take to sea in the fourth quarter of 2019, and will make Marriott International the only provider of luxury accommodations both on land and at sea.

Itineraries are being developed designed to combine the lifestyle of The Ritz's luxury resorts and the casual freedom of a yachting vaca-

tion. Voyages will range from seven to ten days, and include port calls at both intimate and signature destinations, says the company.

The first ship will cruise a variety of destinations depending on the season, including the Mediterranean, Northern Europe, the Caribbean and Latin America.

Due to the intimate size of the vessel, the yacht will call at locations typically not accessible to large cruise ships, from Capri and Portofino to St. Barths and the old town of Cartagena.

The specially designed small capacity vessel will measure 190-meters, accommodate up to 298 passengers, and feature 149 suites, each with its own private balcony. The yacht will also feature two 138 square-meter lavish duplex penthouse suites.

Reservations will open in May 2018. The ships of The Ritz-Carlton Yacht Collection are also available for private charter.

No word yet on duty free opportunities onboard.

## CHLOÉ ABSOLU DE PARFUM celebrates 10<sup>th</sup> anniversary of signature scent



In celebration of the tenth anniversary of the signature Chloé fragrance, Coty has released a limited edition new fragrance, Chloé Absolu de Parfum.

This new scent was composed by Michel Almairac, who created the original fragrance. Its rich, woody, textured floral fragrance is a more refined version of the original Eau de Parfum Chloé, says the company, with the signature Damascena rose, vanilla and patchouli.

The light amber colour of the Absolu de Parfum is framed by a bottle featuring a metal plaque in a golden undertone, reflected also in the beige grosgrain ribbon.

American actress Haley Bennett is the muse of the Chloé 10<sup>th</sup> anniversary perfume. Photographer Lachlan Bailey captures the personality of this new Chloé woman with a spontaneous black-and-white shot of a natural Bennett without make-up, and her hair in the wind.

Chloé Absolu de Parfum will be on counter in travel retail worldwide in November.



## BY THE NUMBERS

### International visits to the U.S. +2% in January 2017; but five of top 10 inbound markets show decreases

The U.S. Department of Commerce announced today that the United States welcomed a total 5.6 million international visitors in January 2017, a two percent increase in arrivals when compared to January 2016.

This figure (preliminary data) marked the first month of growth in total U.S. visits since June 2016.

However, non-resident visits from overseas countries (all countries except Mexico and Canada) totaled 2.6 million in January 2017, down -2.3% compared to January 2016.

The top inbound markets continued to be Mexico and Canada. Mexico recorded 1.5 million visits to the United States in January 2017, an increase of 2%. Overnight volume from Canada totaled 1.5 million visitors, a 9% increase compared to January 2016.

Rounding out the top five inbound markets, travel from the People's Republic of China (excluding Hong Kong) was up by +16.6%, Japan was down -3.2%, and the United Kingdom was down by 9%,

In January 2017, five of the top 10 countries posted decreases in non-resident visits. However, non-resident visitation from two of the top 10 countries -- People's Republic of China (excluding HK) and South Korea-- registered double-digit increases.

## Regional Markets

Inbound travel to the U.S. was not quite as strong as the total numbers suggest. Eight of the nine major overseas regional markets recorded decreases in non-resident visits to the United States in January 2017: Western Europe (-4.6%), South America (-8.5%), Oceania (-5.9 %), the Middle East (-23.1 %), Central America (-6.1 %), the Caribbean (-6.5%), Eastern Europe (-7.0%), and Africa (-11.2%). Asia was the only region to report an increase (7.1 %).

## EMPLOYMENT OPPORTUNITIES

### \*NEW\*

#### ALTIMETRE GROUP

has an immediate opening for an:

##### Account Coordinator Caribbean Territory

##### Description

Sales development and customer support (merchandising, training, promotion) for the beauty market in the Caribbean. Current activities are for a prestigious, imported Baby/maternity beauty and hygiene brand. Additional beauty brands in the future.

##### Requirements

- Must be able to open accounts and negotiate best sell-in conditions in stores.
- Retail knowledge to organize sell-out promotions and Actions at points of sale. Channels include pharmacies, drug stores, perfumeries, hotels.
- 3+ years retail sales experience in health/cosmetics, and/or knowledge of the territory required.
- Ability to work independently, prioritize and handle multiple deadlines.
- Excellent organization and attention to detail.
- Must be able to travel at least 50% of the time.
- Fluent English; Dutch and Spanish a plus.
- Can be a multi-company freelance sales rep.

Please email your resume to [adv@altimetregroup.com](mailto:adv@altimetregroup.com)

### \*NEW\* ACTIUM

Has immediate openings for the following positions based in Miami:

#### Account Coordinator- L'Oréal Luxe

The Account Coordinator for fragrance and cosmetics reporting to brand manager. Responsible for all planning and executing of marketing activities, merchandising, training and sell-out performance for Caribbean territory.

##### Desired Skills and Experience

- \*Bachelor's degree in related field
- \*1-3 years of relevant professional experience
- \*Very open to travel, around 40% of the time
- \*Bilingual English - Spanish. French is a +
- \*Excellent communication and presentation skills
- \*MS Office skills (Excel and PowerPoint mainly)

Send resume to:  
[prodriques@actium.us](mailto:prodriques@actium.us)

#### Brand Manager - Fragrances

The Brand Manager is responsible for developing and implementing tools to support the growth of the brand's portfolio, including distribution organization, merchandising, marketing plans, new product launches, animations, and training of sales associates and negotiating business development opportunities in the cruises industry and US Travel Retail and Caribbean Local Market and airports.

##### Requirements

- \*US TR Experience
- \*Bachelor's degree in business administration, sales and marketing
- \*5 years min. of relevant professional experience in travel retail channel either cruises is a must and a plus is US Travel Retail
- \*Travel 30%
- \*English speaking – Spanish and French are a plus but not a must
- \*Excellent communication and presentation skills
- \*MS Office skills (Excel and PowerPoint mainly) – High expertise in Excel is a must.

Send Resume to:  
[hfraysse@actium.us](mailto:hfraysse@actium.us)

## Top 10 Countries % Change January Country of Residence 2017 vs. 2016

Mexico	2
Canada	9
People's Republic of China (excluding HK)	17
Japan	-3
United Kingdom	-9
South Korea	12
Brazil	-14
Germany	-7
Australia	-8
India	3

## EMPLOYMENT OPPORTUNITIES

**The Hershey Company**

has a career opportunity for an  
**Associate Business Manager (81426)**

Location: South Florida or Hershey, PA

**Summary:**

The WTR Associate Business Manager will execute store level sales and promotion plans with customer retailers in the North America travel retail channel; implement and maintain promotional and merchandising standards, and ensure 100% distribution on aligned portfolio across the channel. Needs to understand the complexities of a multi-national, multi-channel travel retail environment. Location preference South Florida.

**Major Responsibilities include but are not limited to:**

Supports achieving all financial and growth targets of NA TR; Achieves distribution & merchandising objectives in NA TR;  
Builds excellent collaborative partnerships with all key retail accounts and distributors.

**Minimum requirements:**

- \* Fluent English, Spanish a plus
- \* Strong analytical skills, proficient in understand and utilizing syndicated data from many sources
- \* Excellent PC skills in Excel, Word, Power Point and Outlook
- \* Excellent Planning and Execution Skills, Action oriented,
- \* Should love traveling often, Self-reliant and can work alone or away from office
- \* Proven account management and negotiating skills, strong Finance understanding.

**Minimum Education and Experience Requirements:**

- \* College graduate preferably in Marketing/ Finance/ Business Management with at least 3 years' experience in Distributor/Key Accounts Management in a fast-moving consumer goods company.
- \* Experience in Travel Retail preferred. Must possess cultural awareness appropriate to the region.
- \* Be passionate about our company and our brands and hungry to succeed.

[https://career4.successfactors.com/career?career\\_ns=job\\_listing&company=Hersheys&navBarLevel=JOB\\_SEARCH&rcm\\_site\\_locale=en\\_US&career\\_job\\_reg\\_id=81426&elected\\_lang=en\\_US&jobAlertController.jobAlertId=&jobAlertController.jobAlertName=&s.crb=HSDtuwTVWQQkFOSxH9t%2byhu4SY0%3d](https://career4.successfactors.com/career?career_ns=job_listing&company=Hersheys&navBarLevel=JOB_SEARCH&rcm_site_locale=en_US&career_job_reg_id=81426&elected_lang=en_US&jobAlertController.jobAlertId=&jobAlertController.jobAlertName=&s.crb=HSDtuwTVWQQkFOSxH9t%2byhu4SY0%3d)

**The Hershey Company is an Equal Opportunity Employer - Minority/Female/Disabled/Protected Veterans**

**Kate Spade Fragrances****The Premiere Group**

has an opening for an  
**International Trade Marketing Manager**

Reporting to Sr. VP International  
Bachelor in Marketing, International  
Trade or equivalent

The ideal candidate must have  
excellent communication and  
presentation skills

3 to 5 years' experience, be  
Well-travelled and multilingual.

**Responsibilities include:**  
Adapt Global Marketing  
presentation to international needs  
at country level;

Review and validate marketing  
calendar at country level with  
Global Marketing.

- Review country unit forecast vs individual marketing calendar.
- Liaise with Global Marketing on artwork for logos, Duratrans
- Maintain POS, Duratrans photo library;
- Validate Ad spend with Global Marketing
- Receive and validate stock order vs forecast and marketing /launch/promo calendar.
- Allocate G's Testers, Sample, gift sets and other promotional items at country level; Process Press/Health registration product orders  
Other duties as required.

Please send resumes to  
Gilles Vigeral  
gvigeral@tpgbeauty.com

**ESSENCE CORP.**

Has an immediate opening for a  
**Trainer – In Store Promoter**  
**Caribbean Territory**

- Knowledge and understanding of retail environment to organize promotions and Sell-out Actions at Point of sale.
- Ability to work independently, prioritize and handle multiple deadlines
- Expert knowledge on makeup, skincare and fragrances.
- Extraordinary level of attention to detail
- Excellent organization
- Must be able to travel 50% of the time
- Fluent English and Spanish
- 3+ years in retail sales, training/education
- Experience in luxury beauty related industry

**Market Coordinator**

reporting to a Brand Manager.  
The ideal candidate must be fluent in English and Spanish.

Highly proficient in Excel and PowerPoint. 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.

**Accounts Receivable Clerk**

Essence Corp is currently seeking to fill the position of an Accounts Receivable Clerk reporting to the Controller.

The candidate must have excellent communication skills verbal and written in English and Spanish. Customer service orientation and negotiation skills with a high degree of accuracy. Advanced knowledge of Excel with hands on experience in operating spreadsheets. Knowledge of SAGE software is a plus. A team player whom is motivated, proactive and a quick learner. A multi-tasker with strong organizational skills. Associates degree or BS degree in Finance, Accounting or Business Administration is preferred.

Please email your resume to  
[musallan@essence-corp.com](mailto:musallan@essence-corp.com)

**L'Occitane Americas**

has an opening for a  
**One-year Internship in Marketing**  
**Travel Retail Americas**

Great learning opportunity - The Marketing Intern will be responsible for helping to coordinate and execute the day-to-day operational marketing activities for the entire Travel Retail Americas perimeter.

BA/BSC required

Must be bilingual in English and Spanish (Portuguese a plus)

Good knowledge in MS Word, MS Excel and PowerPoint

Should be eager to learn, able to multi-task, work under pressure and prioritize

**Position based in Miami –**

Don't spend time sending your CV if you don't have a US working permit or OPT valid for 1 year. We'll not sponsor Visas.

Please send your CV to:  
[beatriz.londono@locitane.com](mailto:beatriz.londono@locitane.com)