

Mixed review for first Summit of the Americas

The inaugural Summit of the Americas, which combined elements of both the traditional exhibition of the IAADFS Duty Free Show of the Americas and the annual conference held by South America Duty Free Association ASUTIL, received mixed reviews from attendees.

The event organizers, IAADFS President & CEO Michael Payne and ASUTIL Secretary General José Luis Donagaray, told trade media that they were satisfied with how the first event went, but agreed that improvements need to be made for the future.

“On behalf of ASUTIL we are satisfied with the result. We can always improve and have work to do to improve for the future but it was a very good experience nevertheless. We are on the right path,” said Donagaray.

The 2019 Summit will take place in a new venue, the Hyatt Regency in Orlando, and Payne and Donagaray are hopeful that a number of problems raised this year can be addressed there.

The perception of the event was that there were fewer exhibitors, attendees and business taking place.

In a candid discussion with the media the last day of the show, Payne and Donagaray admitted that registrations were down compared

to 2017—a trend that has been ongoing for several years. Registrations totaled 1,860 as of the end of Tuesday, and Payne expected the final number to be down about 160-200 from 2017.

Payne and Donagaray said that three specific challenges affected traffic this year: fewer on-site registrations from Caribbean and South American delegates due, in part, to the impact from last year’s hurricanes in the region; direct competition from the 2018 Pro-Wein wine show in Germany, as well as the Basel Watch show that took place the following week. The ongoing consolidation among suppliers and retailers also continues to impact numbers, they said.

While the trade floor often appeared quiet with large swaths of “empty space around the edges,” Payne pointed out that there was actually an additional 1,000 sq ft of exhibition space and eight more exhibitors than last year, and that pre-registered buyer numbers were also higher.

Another serious impact was the large number of unregistered companies informally holding meetings in the hotel lobby and private rooms – an issue that the associations may have greater control over when the event moves to its new location next year, said Donagaray.

Good business for many

Not everyone was complaining. Larger companies and those that had scheduled appointments in advance reported very positive back-to-back meetings throughout the three days. Many exhibitors on the trade floor told *TMI* they were having their best show in years.

Among other show highlights, the Godiva Café (Buyers’ Lounge) was superb, and became one of the most popular places to hold meetings. Rituals Cosmetics, a first time exhibitor which created a version of one of its travel retail stores on the trade floor, was also a center of activity. The Mazaya “hookah” lounge constructed outside the convention area was an exotic and surprisingly popular destination.

Another change this year was a much larger number of companies – mostly spirits and beauty brands – in the meeting rooms surrounding the exhibition hall. This may have led to the perception of the low traffic on the trade market floor, with some exhibitors complaining that the meeting rooms siphoned buyers from walking the trade floor. However, the massive crowd of people that attended the Essence Corp. cocktail at their stand on Monday evening in honor of their 30th anniversary showed that there were many more people attending the show than it first appeared.

Continued on next page.

PEOPLE

The Rémy Cointreau Group has announced changes to its Executive Committee starting June 1, 2018.

Philippe Farnier, the current CEO of the Americas region, becomes **CEO of the House of Rémy Martin**, with responsibility for the Rémy Martin and Louis XIII brands. He replaces **Eric Vallat**, current CEO of the House of Rémy Martin and President of Mount Gay Rum, who is moving to another industry.

Ian McLernon, current CEO of the Global Travel Retail division, has been appointed **CEO of the Americas region**. **David Ennes** becomes **CEO of Global Travel Retail** in addition to his current responsibilities as **CEO of the Asia region**.

Jean-Denis Voin, **CEO of the Liqueurs and Spirits division**, will add the **Mount Gay Rum** brand to his portfolio.

Valérie Chapoulard-Floquet, Rémy Cointreau Group CEO, commented: “On behalf of the Group, I would like to offer Eric my personal thanks for his continuous and inspired engagement since January 2014. Within a challenging market environment, he successfully revamped the strategy of the House of Rémy Martin, accelerating its move upmarket, and building the foundations for a prosperous earnings outlook.”

Kathryn Place, who has been Category Director of **Counter Intelligence Retail** for six years, will assume the position of Commercial Head effective May 1, 2018, when she will take on the day to day operational and commercial responsibilities and performance, reporting to CiR President **Garry Stasiulevicus**, who will now focus on bringing a collaborative Travel Retail Point of Sale panel to market. CiR also announces that **Simon Smith** has joined the team as Project Manager.



MATCHA

A healthful collection of Japanese tea powder



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

Strong conferences

Another high point was the excellent morning education sessions – a format adopted from the ASUTIL Conferences. The sessions were fully attended on Monday and Tuesday morning, although the crowd had dissipated quite a bit by the Wednesday morning session, which was also filled with relevant information.

Both groups were very pleased with the reception to the conferences, although they will look at whether to hold the sessions for three days next year after seeing the responses of the members in the follow-up surveys.

“The Executive Sessions featured good speakers, and were well-moderated. They had the substance of the ASUTIL Conferences,” noted Payne, who added that the Supplier Board – who wanted more content for their staff- had also pushed for more education, such as these.

Networking sessions

Another innovation introduced this year – a Networking session held for smaller non-exhibiting companies to meet buyers on Wednesday morning – did not get such high marks. Although this was similar to the model used at the ASUTIL Conferences, several exhibitors complained that taking buyers away from the trade floor put those who paid to exhibit at a disadvantage.

Donagaray responded: “We tried to give more added value on Wednesday and tried to avoid the fact that people are coming here and not registering but having meetings in the hotel.”

Payne added that the networking time did not take away from the floor traffic at all. “Motta, for example, who had about 26 buyers at the show, only had 2 buyers participate in the networking for a limited amount of time. So it did not pull away any significant number of buyers.

“It was a very restricted universe of people who were allowed to participate, and it forced people to register versus all those in the lobby. Part of the objective

was to get these people engaged in the show, also to help with traffic on Wednesday,” he said.

Payne said that the associations will look at all of the comments about the Networking and reconsider if it turns out to be a negative. One idea they might try involves holding a networking session in the middle of the trade floor next year.

“Trying to pull these two approaches together this first year was a learning experience. It is a process. There may be a better way to do this. We certainly do not want to irritate our exhibitors,” he concluded.

Impact of new venue

Both Donagaray and Payne emphasized that they would have preferred to hold the first Summit of the Americas in the new Hyatt venue, but were under contract to the Marriott for this year.

The Summit of the Americas in 2019 will have 110,000 sq ft of exhibition space at the Hyatt, where the event is contracted to take place for the next few years. They had researched locations outside of Orlando, but after factoring in connectivity and logistical costs, concluded it was best to stay in the city.

Donagaray said that the layout of the convention space at the Hyatt will also give the organizers more control over the large number of unregistered people who take advantage of the event but do not officially participate.

The Hyatt also has a lot more meeting rooms closely connected to the exhibit area.

“We want to accommodate people who want this type of area,” said Payne.

The Summit organizers will also look to add more social activities on the Sunday before the show, perhaps combining team building activities with a charity initiative.

With the perception of the show not always agreeing with the reality, Donagaray ended the session by saying that the Associations will need to communicate better with its members, as well as to provide more value.



The Essence Corp. team at the 2018 Charity Fun Run/Walk in Orlando. Below: Speakers on Day 1 of the Executive Conference sessions.



“The point is that this is a duty free and travel retail show, and the goal is to have people do business. You meet with those people you need to meet with; it is not about how many people, it is about seeing the right people. At the end of the show, it is simple. It is the number of sales you made, the number of contacts, it is the possibility of doing real business. That is the purpose of the show.”

Jose Luis Donagaray
Secretary General, ASUTIL



Godiva’s Thom Blincoe with chefs Andrea and Meghan at the Godiva Café. Dufry CEO Julian Diaz on Day 2 of the Executive Conference Sessions



ACI: Passenger traffic nears 1.5 bn in world's busiest airports in 2017, up 5.2% ATL retains #1 ranking, followed by Beijing and Dubai

The world's 20 busiest airports handled nearly 1.5 billion passengers in 2017, an increase of 5.2% over the year before, according to preliminary airport traffic rankings released by ACI on Monday. This represents 17% of global passenger traffic.

Based on reports from 1,202 airports worldwide, ACI's preliminary passenger traffic results for the most-traveled airports in 2017 indicate that Atlanta Hartsfield-Jackson (ATL) handled almost 104 million passengers and again secured the top spot as busiest airport. Beijing (PEK) took the second spot and Dubai (DXB) remained in third position. As a major connection point for long-haul international flights, Dubai International Airport is also the world's busiest in terms of international passengers. Total passenger traffic at DXB grew 5.5% in 2017.

Delhi (DEL) jumped from 22nd to 16th position solidifying its status as one of the fastest growing airports in the world for passenger traffic; Guangzhou (CAN), in China, grew by 10.3% making it the second fastest growing airport among the top 20.

Global summary: Preliminary growth for 2017, compared to 2016

Total passengers: +6.6%
Total international passengers: +8.4%
Total cargo (includes mail): +7.9%
Total international freight: +9.9%
Total aircraft movements: +2.4%

Air cargo recovers

Air cargo volumes at the 20 busiest airports grew by 6.8% in 2017. These airports handled a combined 51 million metric tons of cargo, representing 43% of global air cargo volumes.

Hong Kong (HKG) occupies the top spot as the largest air cargo center handling more than five million metric tons of cargo in 2017. Volumes at HKG grew by 9.4% year-on-year. Shanghai (PVG), Chicago (ORD) and Doha (DOH) all experienced double digit growth of 11.2%, 12.6% and 15.0% respectively.

Air cargo experienced a revival across many of the world's airports in 2017 and into 2018. Even with the uncertainty regarding the threat of trade

wars and the growth of protectionist sentiments across the world, business confidence has remained strong through inventory build-ups and increased export orders in 2017.

"The surge in cargo volumes and passenger numbers across many of the world's airports is testament to heightened business and consumer confidence, at least in the short term," said Angela Gittens, Director General, ACI World. "The world's airports continue to be a vital link in the economic multiplier effect that aviation provides and the role it plays as an enabler for global commerce is growing.

"The universal access to online retail and e-commerce platforms represents a competitive pressure to the traditional brick and mortar retail shops in certain markets but the huge growth in e-commerce has fueled the air cargo side of the airport business. This has resulted in increased global activity, especially in major markets such as China and the U.S."

Gittens added, "The specter of uncertainty regarding trade policy among major economies comes at a time when global commerce and our industry has recently thrived. The trans-pacific link, for instance, is an important ingredient in boosting international passenger traffic and international freight volumes."

"Connecting people, business and places still remains paramount to the aviation sector despite the recent threats of a step backwards in market liberalization in some major economies," Gittens concluded.

Table 1 – Total passenger traffic 2017 (preliminary)

RANK 2017	RANK 2016	AIRPORT CITY / COUNTRY / CODE	PASSENGERS	
			(Enplaning and deplaning)	Percent change
1	1	ATLANTA GA, US (ATL)	103 902 992	-0.3
2	2	BEIJING, CN (PEK)	95 786 442	1.5
3	3	DUBAI, AE (DXB)	88 242 099	5.5
4	5	TOKYO, JP (HND)	85 408 975	6.5
5	4	LOS ANGELES CA, US (LAX)	84 557 968	4.5
6	6	CHICAGO IL, US (ORD)	79 828 183	2.4
7	7	LONDON, GB (LHR)	78 014 598	3.0
8	8	HONG KONG, HK (HKG)	72 663 955	3.4
9	9	SHANGHAI, CN (PVG)	70 001 237	6.1
10	10	PARIS, FR (CDG)	69 471 442	5.4
11	12	AMSTERDAM, NL (AMS)	68 515 425	7.7
12	11	DALLAS/FORT WORTH TX, US (DFW)	67 092 194	2.3
13	15	GUANGZHOU, CN (CAN)	65 887 473	10.3
14	13	FRANKFURT, DE (FRA)	64 500 386	6.1
15	14	ISTANBUL, TR (IST)	63 872 283	6.0
16	22	NEW DELHI, IN (DEL)	63 451 503	14.1
17	19	JAKARTA, ID (CGK)	63 015 620	8.3
18	17	SINGAPORE, SG (SIN)	62 220 000	6.0
19	20	INCHEON, KR (ICN)	62 157 834	7.5
20	18	DENVER CO, US (DEN)	61 379 396	5.3
TOP 20 FOR 2017			1 469 970 005	5.2

Table 2 – Total international passenger traffic 2017 (preliminary)

RANK 2017	RANK 2016	AIRPORT CITY / COUNTRY / CODE	INTL PASSENGERS	
			(Enplaning and deplaning)	Percent change
1	1	DUBAI, AE (DXB)	87 722 023	5.6
2	2	LONDON, GB (LHR)	73 187 198	3.0
3	3	HONG KONG, HK (HKG)	72 462 116	3.4
4	4	AMSTERDAM, NL (AMS)	68 401 146	7.7
5	5	PARIS, FR (CDG)	63 697 227	5.5
6	6	SINGAPORE, SG (SIN)	61 574 000	5.9
7	7	INCHEON, KR (ICN)	61 520 572	7.6
8	8	FRANKFURT, DE (FRA)	57 122 348	6.4
9	9	BANGKOK, TH (BKK)	48 811 600	7.8
10	10	TAIPEI, TW (TPE)	44 479 754	6.2
11	11	ISTANBUL, TR (IST)	44 254 473	7.5
12	14	KUALA LUMPUR, MY (KUL)	42 354 534	14.6
13	12	LONDON, GB (LGW)	41 476 858	5.3
14	15	MADRID, ES (MAD)	38 479 159	6.7
15	13	DOHA, QA (DOH)	35 262 164	-5.3
16	16	MUNICH, DE (MUC)	34 721 745	6.6
17	17	BARCELONA, ES (BCN)	34 527 018	6.8
18	18	TOKYO, JP (NRT)	33 090 944	3.4
19	19	NEW YORK NY, US (JFK)	32 431 419	2.1
20	22	TORONTO ON, CA (YYZ)	29 655 141	8.1
TOP 20 FOR 2017			1 005 231 439	5.7

LVMH reports strong growth in 1Q 2018, with excellent start to the year from DFS

Luxury products group LVMH Moët Hennessy Louis Vuitton recorded revenue for the first quarter 2018 up 10% to 10.9 billion Euros. Organic growth was 13% compared to the same period of 2017. All businesses contributed to the growth, says the company.

Organic growth was 15% excluding the impact of the termination of the Hong Kong International Airport concession at the end of 2017. Asia, the United States and Europe experienced good growth.

In **Selective Retailing**, organic revenue rose 9% in the first quarter of 2018 or 16% excluding the termination of the Hong Kong International Airport concession. DFS enjoyed an excellent start to the year, performing particularly well in the T Galleria's in Hong Kong and Macao. The recently opened stores in Cambodia and Italy also showed strong performance.

Sephora continued to gain market share around the world. The new store concept –highlighting more innovative and customer interaction -- continued its roll-out, particularly in France with the inauguration in the first quarter of a flagship store in the Saint-Lazare district of Paris. Online sales grew rapidly all over the world, says LVMH.

Wines & Spirits recorded organic revenue growth of 10% in the first quarter of 2018. Champagne volumes rose by 1% over last year, driven by its main markets and Prestige cuvées grew the fastest over the period. In a context of supply constraints, Hennessy cognac volumes increased by 5% while maintaining its high quality. China and the United States posted growth in line with the trends seen in the second half of 2017.

The **Fashion & Leather Goods** group reached organic revenue growth of 16% in the 1Q 2018. Louis Vuitton made a

In million euros	Q1 2018	Q1 2017	% Change Q1 2018/ Q1 2017	
			Reported	Organic*
Wines & Spirits	1 195	1 196	0%	+10%
Fashion & Leather Goods	4 270	3 405	+25%	+16%
Perfumes & Cosmetics	1 500	1 395	+8%	+17%
Watches & Jewelry	959	879	+9%	+20%
Selective Retailing	3 104	3 154	-2%	+9%**
Other activities and eliminations	(174)	(145)	-	-
Total	10 854	9 884	+10%	+13%

* with comparable structure and exchange rates. The currency effect is -10% and the structural impact is +7%.
** + 16% excluding the termination of the Hong Kong International Airport concession.

remarkable start to the year. Virgil Abloh was named Men's Artistic Director.

In other highlights, Christian Dior Couture, which was consolidated into the Group in July 2017, turned in an excellent performance and appointed Kim Jones as Artistic Director of Dior Homme. Hedi Slimane joined Céline as Artistic, Creative and Image Director.

In **Perfumes & Cosmetics**, organic revenue increased 17%. Strong growth at Christian Dior was fueled by the continued vitality of *J'adore* and *Miss Dior* for women, and by *Sauvage* for men. Makeup and skincare also contributed to the performance of the brand. Guerlain rolled out the new *Mon Guerlain* perfume and benefited from its *Abeille Royale* skincare range. Parfums Givenchy, Benefit and Fresh saw sustained growth, as did Fenty Beauty by Rihanna, which was launched in 2017 and has been an exceptional success.

The **Watches & Jewelry** business group recorded organic revenue growth of 20%, driven by Bvlgari's *Serpenti*, *B.Zero1*, *Diva* and *Octo* iconic lines, and Chaumet's new high-end jewelry collection. LVMH's innovative products in its watch brands received a warm reception at the Baselworld Watch

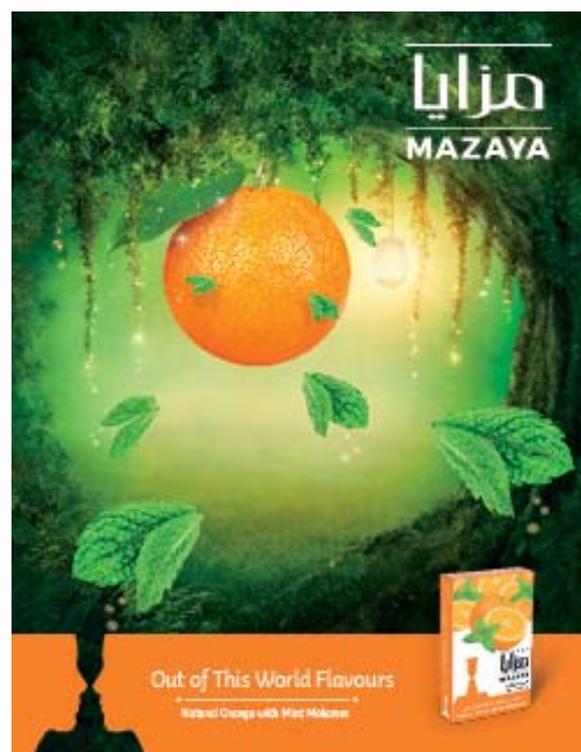
marked by unfavorable exchange rates and geopolitical uncertainties, LVMH will continue to focus its efforts on developing its brands, maintaining strict control over costs and targeting its investments on the quality, excellence and innovation of its products

and their distribution.

The Group will rely on the talent and motivation of its teams, the diversification of its businesses and the geographical balance of its revenue to reinforce, once again in 2018, its global leadership position in luxury goods," said the company in its official earnings statement.

and Jewelry Fair, including Hublot's *Big Bang Sapphire Tourbillon*, Bvlgari's *Octo Finissimo Automatic Tourbillon* and new models in the *Monaco* and *Carrera* lines at TAG Heuer and *Defy* at Zenith.

"In the buoyant environment of the beginning of this year, albeit





Amarula features limited edition African inspired TR exclusive range



South African liqueur Amarula has collaborated with four African designers and artists to create a Limited Edition Range inspired by their work.

The new North-East-South-West African range will launch exclusively in Global Travel Retail in October 2018 and will be showcased at TFWA in Singapore.

"Amarula seeks to open up the world to the energy and originality of Africa's artists. They are not followers. The brand is working with real leaders and trend-setters, challengers of the status quo, and those whose hearts beat for Africa," says Majjaliina Hansen-Chipps, Global Development Manager.

The design themes will include fashion garments, art, textile and jewelry design and the North-East-South-West African Range will provide a platform to

showcase the artist and their premium craftsmanship to inspire the world, says the company.

The North African bottle, inspired by Egyptian fashion designer Amna Elshandaweely, is influenced by the blending of different and bold African cultures and customs. The East African bottle reflects the work of Kenyan Kate Mayeye, CEO of African Fabric & Designs Kenya Ltd., and expresses an aesthetic blend of true African authenticity. The South African Bottle showcases Siphathisiwe Hlongwane, Director and Founder of Inkaturah, and reflects an elegant and sophisticated African sensibility.

The West African bottle inspiration, by Nigerian Olubunmi Adeyemi, founder of AFROMINIMA, depicts a refreshing and contemporary expression of Afro minimalism.

"The brand and artists are tightly intertwined in this collaboration, and it was critical that the artists reflect Amarula's untamed and distinctive African brand essence. The artists don't just represent Africa and the continent though their craft. They represent Amarula too. The artists are doing something that is not only unique in Africa, but is also unique on the world stage," says Hansen-Chipps.

Haleybrooke now representing Mozart Chocolate Liqueur in TR/DF

Haleybrooke International has added Schlumberger Wein-und Sektellerei GmbH (SWSK)'s Austrian Mozart Chocolate Liqueur to its Duty Free and Travel Retail portfolio, featuring it in Orlando.

Mozart Chocolate Liqueur, which contains conched Belgian dark chocolate, fresh cream, aromatic notes of Madagascar Bourbon vanilla, West African cocoa beans, sugar and beet distillate, is made using an elaborate blending and manufacturing process to combine all the ingredients.

Mozart has a unique package, with a round bottle and foil covering; "I think my clients will be very excited!" says Haleybrooke VP Roger Thompson.

Warren Goslett, Global Travel Retail Director of SWSK reports, "We are delighted to partner with Haleybrooke who show tremendous dedication and focus, helping us to tap into the strong demand by travelers for unique global brands. Chocolate consumption is very high in North America. This creates the perfect backdrop for our unique Mozart Chocolate Liqueurs."

Mozart Chocolate Liqueur received a Gold Award at the 2017 International Wine & Spirit competition.

It will be selling in duty free at US\$30.00, says Haleybrooke president Patrick Nilson.

Loch Lomond Whiskies become "The Spirit of The Open"

Loch Lomond Group is partnering with The Open golf tournaments for its Loch Lomond Whiskies brand, and Round 1 of one of golf's most prestigious tournaments will take place in a little less than 100 days from now.

The partnership with The R&A includes support of the Ricoh Women's British Open and will showcase globally the full range of Loch Lomond Whiskies. The Championship is broadcast to 600 million households in almost 200 countries around the world.

As part of the partnership with The Open, Loch Lomond will create a variety of limited editions, aimed at both golf fans and whisky aficionados alike.

"We are extremely proud to have agreed this prestigious partnership and association with The R&A for The Open and the Ricoh Women's British Open. There is an incredibly strong alignment between the worlds of whisky and golf, two of Scotland's most iconic gifts to the world. There is also a great fit between those who follow golf and whisky, with research showing clearly that many golfers across the world enjoy a regular dram," says Colin Matthews, CEO of Loch Lomond Group.

"Our partnership with The R&A is the perfect means for Loch Lomond Whiskies to use the fabulous platforms of both championships to grow further, both in the UK and internationally, and it also demonstrates our strong commitment and ambition to becoming a premium global brand."

Loch Lomond wins World Whiskies Awards

In related news, Loch Lomond Group's single malts won three Best in Class accolades at the 2018 World Whiskies Awards.

The Loch Lomond Inchmoan 12 Year Old Single Malt won the Best Highland Malt 12 and Under category.

Glen Scotia 18 Year Old Single Malt was crowned Best Campbeltown Malt 13-20 while Glen Scotia Campbeltown 1832, which is part of Loch Lomond Group's global travel retail range, was named Best Campbeltown Malt No Age.

Each of these Best in Class single malts had a chance to win 'Best in Region' with the Glen Scotia Campbeltown 1832 being awarded the coveted accolade of Best Campbeltown Malt 2018.



**EDRINGTON AMERICAS
TRAVEL RETAIL
has an opening for a
Marketing Associate**

Objective

The Marketing Associate role provides support to the Regional Marketing Manager with the strategy, planning and developing of consumer and trade marketing programs as well as monitoring competitive activity. The Regional Marketing Manager provides relevant metrics and qualitative feedback from the sales team to assist with program evaluation and implications for future investment.

These responsibilities include Marketing Management, Public and Press Relations and Digital Marketing.

Requirements

- Bachelor's Degree (MS is a plus).
 - 2-3+ years of relevant experience preferred.
 - Strong proficiency with Microsoft Excel skills, PowerPoint and Photoshop with the ability to work with data from multiple data sources.
 - Must be able to work and develop relationships in a cross-functional team.
 - Must have excellent interpersonal and written/verbal communication skills.
 - Fluent written and spoken English and Spanish is required.
 - Strong project management skills, attention to detail and the ability to meet aggressive deadlines and manage multiple projects simultaneously.
 - Willingness to roll up your sleeves and do whatever it takes to help your team win.
 - Ability to multi-task and effectively prioritize efforts in a fast-paced, change oriented environment where continuous innovation is required.
 - Demonstrate a proactive approach and drive to improve current procedures and processes.
 - Must be eligible to work in the US.
 - Must be at least 21 years of age.
- Please send resume to**
Lilian.Sanchez@edrington.com



NEW

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

Main Tasks and Duties

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

Skills Required

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

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

**THE SHISEIDO GROUP
COMMERCIAL
ASSISTANT/MARKET
COORDINATOR**

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

The ideal candidate must possess exceptional customer service skills.

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

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

Contact Information:

gcamplani@sac.shiseido.com
Ref : MCCOSM



WEBB Banks

has an opening in Miami for a **Finance Manager** to join its Caribbean and Latin American domestic business and its Global Travel Retail Division.

You will have an active role in ensuring financial stability of the business, managing cash flow, budgeting, pricing and reporting.

Responsibilities include:

Oversee operations of the finance department, set goals and objectives; Analyze cost, pricing, variable contributions, sales results; Develop finance trends and projections , review and evaluate cost reduction opportunities, Manage preparations of the company's budget, Liaise with outside accounting firm, etc.

Required Experience

- Bachelor's degree in finance, accounting or economics (Master's degree not required but is a plus).
- Proven experience as a Finance Manager.
- Proficient use of prevalent financial software.
- Strong interpersonal, communication and presentation skills required.
- Able to manage, guide and lead employees to ensure appropriate financial processes are utilized.
- A solid understanding of financial statistics and accounting principles is required.
- Professional qualification such as CFA/CPA is not required but is a major plus.

Please send resumes to
sandy@webbbanks.com



NEW

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

PURPOSE

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

POSITION REQUIREMENTS

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

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

HERMES PARFUMS**has openings for an
AREA SALES MANAGER – US
TRAVEL RETAIL**

Miami office

The Area Sales Manager will be in charge of managing East and West Coast of US Travel retail and Inflight accounts to develop the Hermès Parfums business in this high-potential area.

Our client portfolio is composed of 10 DF accounts, 2 Inflight clients - 69 Duty Free doors / 5 airlines

Requirements

4 to 6 year experience in luxury fragrances and/or cosmetics, ideally in North America Travel Retail – Bilingual English/Spanish. –

US citizenship or green card if possible. Visa will be considered for strong candidates –

Excellent with MS Office, Excel in particular –

Very open to travel extensively and work extended hours –

Ready to work in a small, multi-task and fast-growing team environment
Excellent organization, analytical and human skills

ACCOUNT EXECUTIVE – US TR

General role: In coordination with the US Travel Retail Area Manager, the account executive will be in charge of animating and developing the fragrance activity business within Travel Retail stores, to ensure and develop sell out in the territory, in respect to the strategy – Improve image and visibility

**JUNIOR BUSINESS
CONTROLLER**

Reports to Business and Operations Manager

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

Minimum Education Required:
Master degree

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

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

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

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

Please send resumes to
emmanuelle.refalo-lopez@hermes.com

***NEW*****Clarins Americas Export &
Travel Retail**

is seeking a

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

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

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

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

Requirements:

* Bachelor in Business or related

* MBA is a plus

* Availability to travel extensively

* Ability to multi-task

* Customer Relations development oriented

* English. Spanish or French is a plus.

Clarins Group

also is seeking an

**Account Supervisor for the
West Coast of America and
Canada.**

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

Position summary:

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

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



CARIBBEAN PRODUCT MANAGEMENT & MARKETING

NEW**Where Talent Meets
Opportunity!**

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

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

REQUIREMENTS:

*Industry and consumer marketing experience

*Working knowledge of International trade practices

*Fluency in French and/or Spanish (preferred)

*Ability to work effectively in a fast-paced environment

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

Clarins Group (con't)

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

Ensure BA productivity.

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

Qualifications

Bachelor's degree is a must
Minimum 3+ years of business experience preferably in marketing, sales and/or customer relations.

Willingness to travel 50%
Proficient in Windows, Word, Excel, Outlook and PowerPoint

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

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

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

Proper execution of in-store promotions and events

3 years Travel Retail or luxury cosmetics sales experience required

Must have excellent leadership skills, experience building effective teams,

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

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

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

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

NEW**ESSENCE CORP.**

has an immediate opening for a
Market Coordinator.

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

The ideal candidate must be fluent in English & Spanish with an advanced level of Excel skills. Highly proficient in the ability to complete Sales Analysis and Forecasting Reports. Responsibilities include but are not limited to key administrative tasks, order processing and customer support.

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

Please send resume to
musallan@essence-corp.com