

## Edrington TRA rides 100 miles and raises more than \$100,000 to help rebuild housing in Puerto Rico



The Edrington TRA team and friends who biked 100 miles to raise more than \$100,000 to help rebuild Puerto Rico.

Edrington Travel Retail Americas raised more than one hundred thousand dollars for emergency housing in Puerto Rico in a special Keys to Puerto Rico 100 mile charity relay from Key Largo to Key West earlier this month.

Edrington TRA Global Cruise Manager Anette Mournier tells *TMI* that the event was an overwhelming success, with the funds raised going to TECHO, which builds emergency housing, mobilizes volunteers and supports those most affected by Hurricane Maria.

“We rode the 100 miles for Puerto Rico and managed to raise more than \$105k that will benefit TECHO in support of families that were affected severely by the hurricanes. The funds will help build and repair houses in Puerto Rico and we are working closely now with TECHO to see how the funds will help. We are hoping we will even be able to go out and help them build with a team from the office,” says Mournier.

“We raised \$100,000+ for 100 miles. As for the ride, it was amazing! It was a beautiful day with just a little breeze.”

More than 25 bike riders set off early in the morning on April 6 from Mile Marker 100 in Key Largo for the southernmost point of the U.S. in Key West. Some riders rode the entire 100 miles themselves and others rode the distance in relay teams. The Edrington team had been training for the ride for months.

The hardest hit areas in Puerto Rico were also some of the

most poverty-stricken.

These are communities that have less resources, less accessibility and face the longest road to rebuilding their lives.

TECHO canvassed these impacted neighborhoods, planned logistics, mobilized volunteers and built their first house on December 30.

Mournier says the relay was such a success that the race could be the first of many.

To donate to Keys to Puerto Rico please go to <https://www.classy.org/team/151542>

### Tiffany & Co. adds Godiva CEO to Board of Directors

Tiffany & Co. has appointed **Annie Young-Scrivner**, chief executive officer of **Godiva Chocolatier**, to its 12-member company board of directors.

Young-Scrivner is the third woman on the Tiffany board, along with Rose Marie Bravo, former CEO of Burberry, and Abby Kohnstamm, executive vice president and chief marketing officer of Pitney Bowes.

Three long-time board members are departing the New York jeweler’s board: Charles Marquis – an adviser to Investcorp International Inc. and a former lawyer – is retiring after more than 30 years on Tiffany’s board; and Gary Costley, the former CEO of International Multifoods Corp., who has been a board member since 2007.

Michael Kowalski, who served as CEO of Tiffany from 1999 until 2015 is also leaving the board. Kowalski became chairman in 2002. He became interim CEO after the exit of Frederic Cumenal from Tiffany’s last year.

Cumenal was replaced as chairman by the former co-CEO of Tory Burch, Roger Farah, in October 2017. Alessandro Bogliolo, former head of Diesel, is now CEO.

“Annie’s global leadership experience in consumer products should be of great benefit to our Company,” said Farah in a letter to shareholders dated April 6, 2018.



## MATCHA

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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)

## IATA: Strong passenger demand resumes in February; Latin America leads growth

Latin American airlines posted the fastest year-on-year growth for a second consecutive month as February traffic jumped 9.8% compared to February 2017, reports the International Air Transport Association (IATA). This is higher than the 8.1% growth recorded in January. Demand continues to recover from the impacts of the severe 2017 hurricane season, says IATA.

Overall, IATA reports that global passenger traffic for February rebounded following the slower demand experienced in January, which IATA says was due to temporary factors including the later timing of the Lunar New Year in 2018.

Total revenue passenger kilometers (RPKs) for the month rose 7.6%, compared to February 2017, up from 4.6% year-over-year growth in January. Monthly capacity (available seat kilometers or ASKs) increased by 6.3%, and load factor rose 0.9 percentage points to 80.4%, surpassing the previous record for the month of 79.5%, which was set in February 2017.

### U.S. International Trade Administration suspends reporting of overseas arrivals data; claims inbound visitor numbers were 'under counted'

Citing "underlying technical issues," the U.S. International Trade Administration's National Travel and Tourism Office (NTTO) announced that it is suspending the release of data on overseas arrivals to the United States. According to the release issued on April 9, there are issues with "a significant number of I-94 records" received from the Department of Homeland Security's (DHS) U.S. Customs and Border Protection (CBP).

Visitor arrivals to the U.S. from a number of overseas countries showed marked declines throughout 2017, leading to what many were calling a "Trump Slump," due to tighter visitor and immigration standards imposed by the current administration.

### International Passenger Markets

International passenger demand rose 7.2% compared to February 2017, which was up from 4.2% in January. In addition to the strong growth by airlines in Latin America, all regions recorded better year-on-year growth compared to January's results.

**North American airlines'** traffic rose + 7.2% in February, supported by the relatively vigorous U.S. economic backdrop, while the weaker dollar appears to be offsetting some of the negative impacts on inbound travel.

**European carriers** demand rose + 6.8% compared to a year ago, a modest acceleration compared to a 6.0% increase in January. Passenger volumes are trending upwards at a double-digit annualized rate alongside supportive economic conditions in the region.

**Asia-Pacific airlines'** February traffic rose 9.1%. Demand is being supported by healthy regional economic growth and expansion in the number of routes on offer.

**Middle East carriers** recorded a 3.4% demand increase in Febru-

ary compared to a year ago.

Carriers in the region faced the temporary ban on large portable electronic devices as well as the proposed travel bans to the U.S. from some countries in the region.

**African airlines** experienced a 6.3% rise in traffic for the month compared to the year-ago period. The growth occurred amid an improving regional economic backdrop.

### Domestic Passenger Demand

Domestic travel demand rose 8.2% in February compared to February 2017, up from 4.9% year-over-year growth in January, with all markets reporting increases, led by India (+22.9%) and China (+11.8%), followed by Russia (+6.6%) and the U.S. (+6.2%). Domestic capacity climbed 7.0%.

"All around the globe we see the same positive picture of growth in demand for aviation connectivity. Aviation is the business of freedom, enabling people to lead better lives. Aviation has helped to lift millions from poverty, but for aviation to deliver even greater benefits in future, adequate, affordable infrastructure is a must," says Alexandre de Juniac, IATA's DG and CEO.

IATA has come out strongly in favor of building a new airport in Mexico City, which is currently under construction but its future has been politicized in the current presidential election.

"The current airport was designed for 32 million passengers annually but serves 47 million... The vital need for the new airport needs to be understood by all," said de Juniac.



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## William Grant & Sons names Doug Bagley as MD Asia Pacific

William Grant & Sons has appointed Doug Bagley as Managing Director for Asia Pacific effective May 14, 2018. Bagley, who will be based in Singapore will report to Simon Hunt, Chief Executive, and will sit on the Executive Board.

Bagley most recently held the position of CEO and Partner of China International Duty Free, which followed a number of leadership roles within Diageo including: MD of Global Travel & the Middle East; Chief Commercial Officer, Asia Pacific; and Commercial Director of Australia & New Zealand.

Before joining Diageo, Bagley

was with Unilever where he was VP, Customer Development in China, having held a range of senior commercial roles with Unilever Foods across Australasia.

Simon Hunt, Chief Executive, commented: "This is an important role within our business in one of our key regions. Doug brings a wealth of leadership experience from FMCG companies and industry organizations with strong track records in Asia. I am delighted to welcome him to our business and Executive Board as we continue to go from strength to strength in the Asia Pacific region."

## Matthew Williams joins WGS Travel Retail team

In related news, Matthew Williams joined WGS as the new Regional Director for Asia Pacific Global Travel Retail in January.

Williams comes to WGS from Amer Sports Corporation where his role as Regional Sales Director (VP) Asia Pacific saw him responsible for leading the sales & GO TO Market function across Asia Pacific.

Prior to that, Williams held various commercial leadership roles with Diageo across its Australian, UK, Global & Asia Pacific business units.

"I am absolutely delighted to be back in the spirits business and could not ask for a more dynamic, innovative and exciting company to be working with than William Grant & Sons," says

Williams. "Travel retail is a new channel for me but I am confident that my skill set will enable me to bring fresh thinking to the table. I am very much looking forward to my new role with William Grant & Sons and very pleased to be back in Singapore" he adds.

Williams reports directly to Ed Cottrell, WGS Managing Director, who comments: "We are absolutely delighted to have Matt join the team. His impressive résumé gives me the utmost confidence that he will prove to be a strong contributor to our Travel Retail business as well as a valuable member of my Senior Leadership Team."

## Gianguido Bianco to head up L'Oréal Travel Retail Europe/ Middle East Africa & India

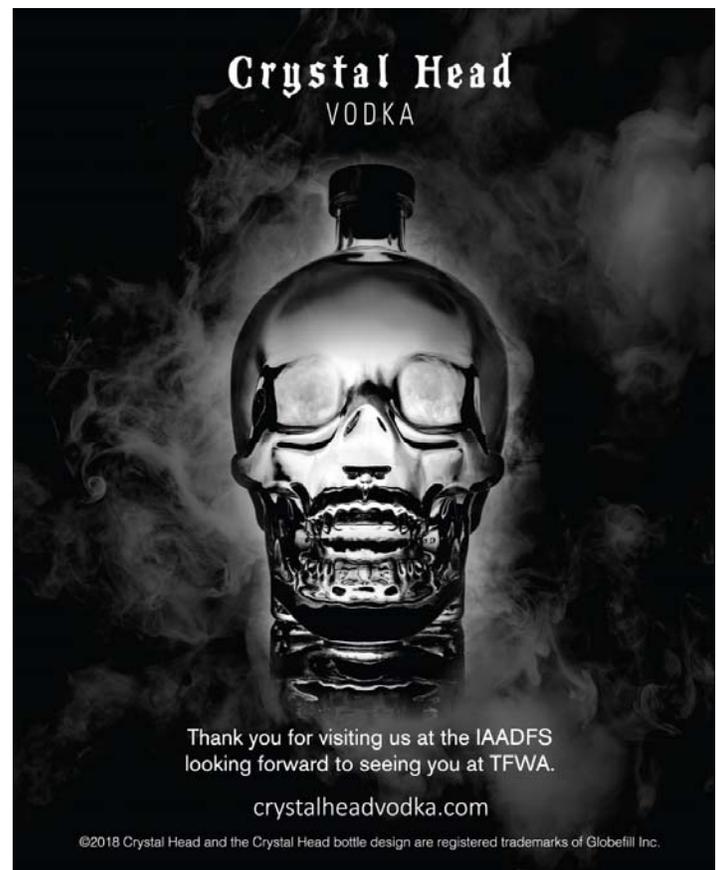
Gianguido Bianco has been appointed L'Oréal Travel Retail Europe/Middle East Africa & India General Manager. He succeeds John Mangan who has been appointed General Manager of L'Oréal Luxe UK & Ireland.

Gianguido Bianco joined L'Oréal in 1998 and has held positions in Italy, France and Spain, as well in Japan, where he was Deputy General Manager of the Shu Uemura brand.

In 2014, Gianguido became part of the Travel Retail team as General Manager Lancôme & Clarisonic in Travel Retail Americas, based in Miami.

The company cites his international experience on three continents, his wide knowledge of the Beauty world and global shoppers, as well as his innate professional and personal skills for his new appointment.

Vincent Boinay, L'Oréal Travel Retail Managing Director said: "With the strong support of the talented L'Oréal Travel Retail teams, Gianguido will undoubtedly pursue the dynamism already put in place with our retail partners in Europe, Middle East, Africa and India."



**Crystal Head**  
VODKA

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looking forward to seeing you at TFWA.

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Matthew Williams (left) and Doug Bagley (right) are two senior appointments at William Grant & Sons for the Asia Pacific region.

## Bacardi Global Travel Retail announces commercial leadership appointments

Bacardi Global Travel Retail has announced new appointments within its management team as it positions for growth, with an enhanced focus on key accounts and talent development.

**Mike Birch**, Managing Director & Vice President - Global Travel Retail and Commercial Development, is taking on additional responsibilities for the wider Bacardi group including global e-commerce, global hotel and resort chains, global advocacy, and commercial. He will retain overall responsibility for Global Travel Retail (GTR), reporting to **Maurice Doyle**, President - Incubation Brands and Global Commercial Development.

**Vinay Golikeri** is promoted to the new role of Senior Commercial Director - Bacardi GTR, reporting to Mike Birch. He will lead the GTR commercial team, development of customer strategy, commercial management and brand building in the channel. Vinay most recently led the GTR Asia Pacific, Middle East & Africa region, delivering brand building initiatives and commercial performance in rapidly developing emerging markets. He joined Bacardi in 2003 and Bacardi GTR business in 2011 as Marketing Director.

The Bacardi GTR commercial leadership team will include (alphabetically):

**David Hughes** is promoted to Director, Europe & Global Advocacy - GTR. David joined Bacardi GTR in 2013 with responsibility for the UK and Ireland and has galvanized the development of advocacy across GTR.

**Gaurav Joshi** is promoted to Director, Asia Pacific - GTR. Gaurav joined Bacardi GTR in 2007 and has worked across diverse and exciting emerging markets, including a bespoke Indian traveler plan across the region.

**Geoff Biggs**, Regional Director, Americas - GTR, who will now also take on responsibility for the development of the cruise channel. Geoff joined Bacardi in 2014, following 15 years in the drinks industry, and has helped shape Bacardi strategy in the cruise channel.

**Sandeep Chugh** is promoted to Regional Manager, Middle East and Africa - GTR. Over the past three years, Sandeep has played a key role in driving winning plans in the GTR Middle East & Africa region.

**Thomas Koch** is promoted to the new role of Director, International Key Accounts - GTR. Since joining GTR in 2006, Thomas has worked with multiple customers and across several geographies. He will lead the International Key Account Managers for DFS, Dufry, Heinemann and Lagardère.

**Maurice Doyle**, President - Incubation Brands and Global Commercial Development, Bacardi, comments: "Global Travel Retail is an important and dynamic market for our brands and offers tremendous potential for us to build our premium brands and deliver commercial results, particularly with emerging market travelers. The travel channel has seen considerable retail consolidation and this new structure enhances our agility to get closer to our customers and develop opportunities for mutual benefit."

**Aude Bourdier-Rocourt** has left Bacardi to pursue other interests.

*From top: Maurice Doyle, Mike Birch and Vinay Golikeri have new positions and responsibilities at the top tier of Bacardi Global Travel Retail.*



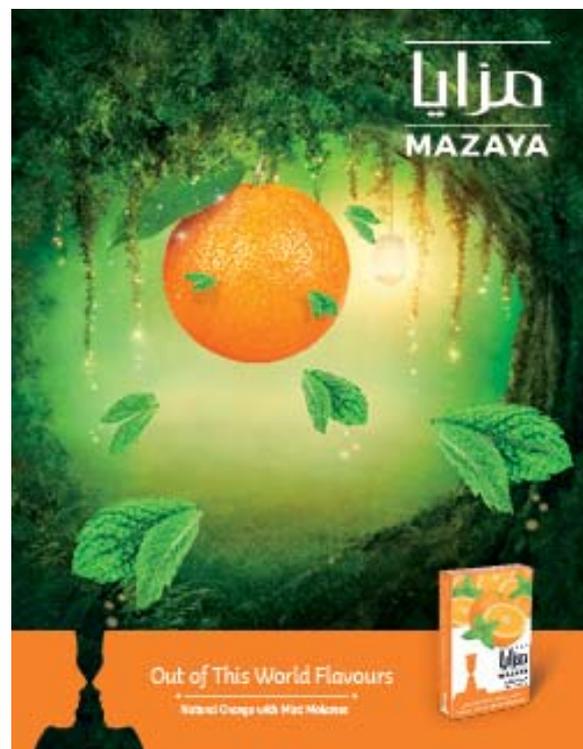
### Tito's Handmade Vodka launches new bottle formats in AsiaPac as expansion continues

Texas-based Tito's Handmade Vodka is stepping up its presence across the Asia Pacific region and launching an extended range of sizes. The expanded range follows strong performance in the region over the past year. Initial SKUs, in addition to existing 1L bottles, include the 1.75ml bottle in Dubai Duty Free and the 200ml format in the Heinemann store at Sydney Airport.

This increase in on-shelf visibility comes as Tito's Handmade Vodka continues to expand its footprint in the Asia Pacific duty free market, where it has experienced double-digit growth in existing markets and gained new listings in key international airports, including Indonesia (Jakarta), Malaysia (Kuala Lumpur), Hong Kong and New Zealand (Auckland). As Tito's continues to make headway, the focus at this year's TFWA Singapore show (May 6-10) remains on filling remaining distribution gaps and establishing the brand in new duty free markets, including China, Taiwan and Japan, says Tito's Managing Director International, John McDonnell.

In addition to the new bottle formats, a series of successful seasonal gift bags have created impact and boosted sales. In February, Tito's, which is known as the *Vodka for Dog People*, celebrated the Chinese Year of the Dog with the launch of promotional red velvet gift bags. In Singapore the company will share its Ugly Sweater program for the holiday season, as well as discuss plans for the next Chinese New Year.

Tito's Handmade Vodka is now available through a number of key operators in the region, including DFS, King Power Thailand, Heinemann, Lotte, Lagardère, Duty Zero by CDF, James Richardson, ARI and Shilla.



## L'Occitane en Provence brings its show on the road with its L'Occi Truck

Prestige beauty brand L'Occitane en Provence is bringing its high-quality skincare, body care, and fragrances directly to its consumers in North America with the launch of the L'Occi Truck – the first-ever traveling shop experience for the brand.

The L'Occi Truck made its first appearance at the Cherry Blossom Festival's Petalpalooza! event in Washington, D.C. earlier this month, and has now traveled to New York City where it will stop at Beautycon at the Jacob Javits Center this coming weekend, April 21-22.

Inspired by the vintage French Citroën H Van, often used by small-town French farmers, the retro-like design truck L'Occitane's signature Provençal sunshine yellow is approximately 16 feet long by 7 feet high.

Two window-like openings at the

Side of the truck span across the entire length and rear, inviting customers to view an internal shelving display filled with a curated assortment of product as well as relevant campaign imagery.

The L'Occi Truck is the latest evolution of the brand's experiential retail strategy, says the company, bringing the spirit and beauty of Provence across North America.

While not a travel retail concept for the company, the strategy closely follows the idea behind many of the beauty industry's most successful travel retail activations in key locations around the globe.

"We are constantly challenging ourselves to surprise and delight our customers and, as a result of this, our instore shopping experience has evolved dramatically in recent years," said Paul Blackburn, Vice President,



Concept Design, Construction & Merchandising North America. He cites examples like L'Occitane's FLATIRON Experiential Community Flagship boutique in New York, the new Sunshine Retail Concept that was launched in 2017, and the new digitally enhanced and Multisensory flagship boutique at Yorkdale.

The L'Occi Truck features a tester-rail and foldable display counter anchored under the truck's side opening with an interactive station for passersby to test-and-play with product. For a connected shopping experience, a large exterior screen displays video content showcasing the Provençal lifestyle and brand history. At each destination, expert Beauty Associates will accompany the truck to guide the guests' senses through exclusive demonstration rituals with hero product ranges and an assortment tailored to each regional area.

After the kick off in Washington, D.C. at the Cherry Blossom Festival, the truck will stop throughout key cities and regions with and without brick-and-mortar as well as buzz-worthy events and festivals that align with the brand's DNA. Additionally, the L'Occi Truck will serve as a supporting asset for future store closings due to renovations to ensure the brand is always present for the consumer's needs. L'Occitane will leverage e-commerce, e-mail marketing and social media platforms to communicate with customers on the scheduled stops and detailed information on the truck's offering through an interactive landing page.

## Shiseido develops new interactive travel retail activation at LAX with Bloommiami

Shiseido Travel Retail has developed a new brand-driven, interactive, luxury retail activation at the DFS store in Los Angeles International Airport's Tom Bradley International Terminal. The activation showcases Shiseido Ultimune Power Infusing Concentrate, a product that embodies Shiseido skincare and strengthens the skin's natural powers of defense, and envelops travelers in the Shiseido experience with product sampling by trained brand ambassadors.

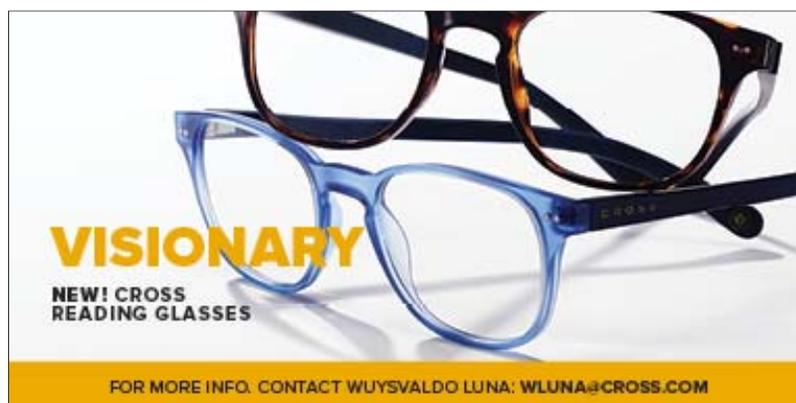
The 76-square-foot activation was produced and implemented by retail-focused design and production agency Bloommiami.



This is the third such activation produced by Bloommiami for Shiseido, following Shiseido's first U.S. retail activation at LAX, as well as one inside the luxury T Galleria by DFS in Honolulu, Hawaii.

On-site brand ambassadors greeted travelers and offered beauty consultations, as well as provided background and details on the brand and products. The activation's design included a photo backdrop with a halo stand where travelers could take photos after their beauty consultations and share the perfect selfie across their social media platforms by using the hashtag #FindYourStrength

"By incorporating social media into the design, the life of the activation is extended beyond the initial contact at LAX," said Robert Ayona, partner at Bloommiami. "The pop-up's impact reaches a far greater audience as passengers digitally share their experience with others. Social media has become an integral component in today's travel retail market."





**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](mailto:Lilian.Sanchez@edrington.com)



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

**Main Tasks and Duties**

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

**Skills Required**

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

To apply, please email:  
Francesco Orlando  
[forlando@fairplayconsulting.com](mailto: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](mailto: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](mailto:sandy@webbbanks.com)



**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%

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**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](mailto:emmanuelle.refalo-lopez@hermes.com)



**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.



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

**REQUIREMENTS:**

- \*Industry and consumer marketing experience
- \*Working knowledge of International trade practices
- \*Fluency in French and/or Spanish (preferred)
- \*Ability to work effectively in a fast-paced environment

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[opportunity@stansfeldscott.com](mailto: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

**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](mailto: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.**

**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](mailto:musallan@essence-corp.com)