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Cannes 2016 in review: optimism, millennials and engagement

This year's Tax Free World Exhibition could be summed up in three words—optimism, millennials and engagement.

Despite the change in date of the industry's premier event—which conflicted both with China's Golden Week and the beginning of the Jewish High Holy days – overall visitor numbers were down only 3% versus 2015. Several major U.S. companies were not present, and a number of the Americans who were there left early to get home prior to a threatening hurricane.

Nevertheless, the feel of the show throughout the week was far more positive than last year. The opening morning conference – when TFWA World Exhibition & Conference TFWA president Erik Juul-Mortensen said there is reason to be cautiously optimistic—set the stage for the week.

Following the 2.7% fall in global duty free sales to \$62 billion in 2015 – the first decline in six years -- Juul-Mortensen said that the figures for the first quarter of 2016 suggest that the industry is inching its way back to growth.

Total sales grew by just under 1% compared with the same period last year, he said. And while sales in the Americas fell by 8.6%, Asia Pacific saw growth of 5%. The fragrance and cosmetics category is the main driver of this growth, with category sales up 7.8% in the first quarter. Airport sales remained stable, meanwhile.

Juul-Mortensen said that his upbeat view is justified for both macro-economic reasons and because of factors specific to the duty free and travel retail sector. The IMF's World Economic Outlook study showed that while global economic activity in 2015 remained subdued, global growth, currently estimated at 3.1%, is expected to rise to 3.4% in 2016 and 3.6% in 2017 – a rate that is at least sustained, if not spectacular.

Moreover, the fundamentals that underpin the growth remain strong. Air traffic forecasts predict that people will still be traveling by air in growing numbers.

ACI estimates that passenger numbers will more than double from 2015 to just over 19 billion

by 2035. The World Tourism Organization's report for 2015 showed that international arrivals were up 4%, reaching a record 1.2 billion.

Cruising also shows great potential, he said. According to the Cruise Line Industry Association, demand for cruising has increased by 68% in the past ten years, and passenger numbers are expected to reach 24 million by the end of this year.

Retailers and brands continue to reinvest, reinvent and diversify, he said. Amid the challenges, there remains a strong determination to invest, to improve and to surprise customers. The industry must continue to invest if it is to earn the loyalty of travelers and get back into growth.

The millennial traveler was on everyone's mind, and *TMI* will carry future stories on how the industry is striving to adapt to this changing demographic.

During TFWA's research workshop, Garry Stasiulevicius, managing director of Counter Intelligence Retail, said that attitudes to luxury are changing.

Continued on page 5.



IN MEMORIAM: JACKY PAQUET

It is with much sadness that we announce that Jacky Paquet, long-time executive at Remy Cointreau and former TFWA

president, passed away last Saturday in his home in Segonzac, France after a long illness.

Jacky, who was first elected to the TFWA management committee in 1989, became president of the trade association in 1993. This was a crucial time in the development of TFWA, as the group began planning for the first TFWA Exhibition & Conference in Asia. The Asia exhibition took place with much success in Singapore in 1995.

Jacky held the role of president until he retired in 1998, when he was named honorary president. He has often attended TFWA events since then.

In a statement, TFWA commented: "Jacky's dedication to the duty free and travel retail sector was boundless. He was a true gentleman and always had a kind word for everyone he met. He will be greatly missed, and our thoughts are with his family at this sad time."

U.S. government lifts restrictions on importing Cuban rums and cigars into the country

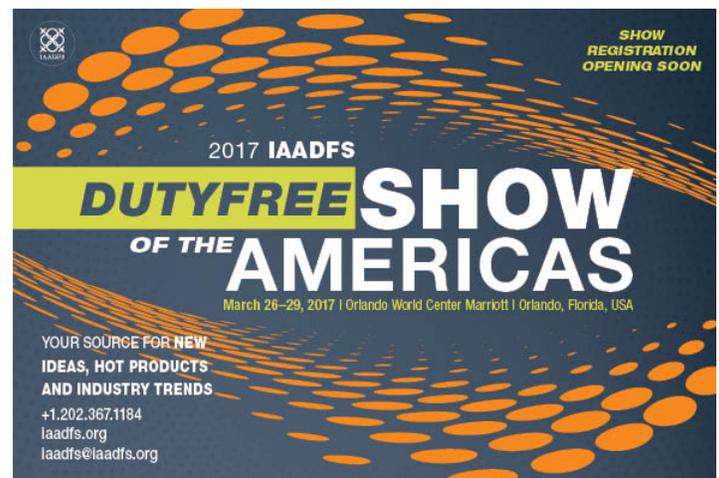
The U.S. Treasury Department announced last week that it has lifted the restrictions on bringing Cuban cigars and Cuban rum back into the United States from any country in the world.

The new rules allow travelers to purchase unlimited quantities of Cuban rum and cigars as long as they are for personal consumption, but travelers will still have to pay duty once they exceed their normal duty free allowance.

U.S. citizens had been restricted to returning with \$100 or less in Cuban rum and cigars since January 2015, but in reality they could not return to the U.S. with any Cuban liquor or tobacco since the embargo against Cuba began in 1962.

Now Cuban cigars and rum will have the same importation limits as products from other countries.

The new rules were announced the same day that President Obama issued a presidential directive hoping to make the normalization of US-Cuba "irreversible."





Contact Bob Syner, for Caribbean/C & S. America/
DF Americas export markets info@specialtybrands.net

LAWA and Westfield bring Sunset Boulevard vibe to LAX T6

Los Angeles World Airports (LAWA), in partnership with property management group Westfield, looked to L.A.'s iconic Sunset Boulevard for inspiration in the design of Los Angeles International Airport's (LAX) new Terminal 6, which was unveiled last week.

With the transformation of more than 22,000 sft, Terminal 6 is the latest milestone in LAX's \$8.5 billion modernization program currently underway. T6 features a bold new design and 21 new retail and dining concepts, of which 14 are L.A. brands, and is projected to result in a 93% increase in sales.

This is the second redesigned terminal unveiled this year at LAX following the transformation of Terminal 2, which debuted in February.

The T6 redevelopment includes the new retail and dining collection and nearly 5,300 sft of improvements to common areas, including a new terrazzo floor and ribbon ceiling, three sets of bathrooms, new electrical and IT infrastructure and tenant office spaces.

The transformation was possible through a \$70.5 million total investment from LAWA, Westfield and operating partners.

"We're raising the bar for what's possible at an airport," said Deborah Flint, Los Angeles World Airports CEO. "LAWA and Westfield are providing passengers a special experience that allows them to sample the best of L.A., food and drink, unique shops and modern amenities. Now they can find all that and more in Terminal 6."

LAWA and Westfield's onsite design, construction and tenant coordination team worked together with their project partners to complete the 20-month redevelopment ahead of schedule and under budget.

The design inspiration of Sunset Boulevard unified a terminal that had

been built out over 40 years. The central satellite was built in 1961, and a connector was later added for the 1984 Olympics. The south end connector was built in the 1990s to accommodate additional growth.

Using existing terminal components, like winding hallways and varying elevations, the new traveler experience mirrors the drive along Sunset Boulevard, organized by interconnected "neighborhoods." After passing through the TSA checkpoint, travelers initially encounter a Downtown L.A. vibe. This neighborhood feels like an urban street, complete with concrete walls and metal finishes.

The new ribbon ceiling and terrazzo floor guide travelers into Sunset Plaza, which has inviting, open spaces to eat, drink and people watch. Travelers then flow into the Sunset Strip and Garden Terrace zones, where high-end retail and local dining are designed to replicate West Hollywood. The gates have been designed to project the energy of the beach, says the company.

Six operating partners worked together with LAWA and Westfield to transform the traveler journey, including Delaware North; HMSHost; Hudson Group; J&H Enterprises; SSP America; and TUMI, Inc.

LAX had a record-breaking year in 2015, serving more than 74.9 million passengers.



T6 features 21 new retail and dining concepts, of which 14 are L.A. brands, like See's Candies,



High-end retail outlets like TUMI, MAC, Southern California designer apparel M.Fredric and See's Candies are featured in LAX's newly renovated Terminal 6.

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Duty Free Americas expands its presence in Brazil with the opening of a duty free store at Porto Alegre's Salgado Filho International Airport

Following on the heels of its recent store opening at São Paulo-Congonhas Airport, Duty Free Americas (DFA) announced on Friday the opening of a 5,500 square foot duty free store in the post-customs arrivals area of Salgado Filho International Airport, the airport serving Porto Alegre.

Porto Alegre is the capital and largest city of Brazil's southernmost state. It is the center of Brazil's fourth largest metropolitan area, with approximately 5 million inhabitants.

Serving over 7 million passengers per year, the Porto Alegre shop is one of 18 currently open or under construction in Brazil by DFA. Others include São Paulo-Congonhas, Manaus, Curitiba, and Maceió. When completed, these points of sale will comprise approximately 45,000 square feet retail space, embracing duty free stores, luxury brand travel retail boutiques, and a chain of coffee shops, which will be serviced by DFA's 40,000 square foot logistics facility in Curitiba.

DFA's Jerome Falic commented: "Our recent entry into the Brazilian travel retail market has been very exciting, and we look forward to the success of this operation at Salgado Filho International Airport.

"Our existing Brazilian stores and our other stores



that are currently under way in other parts of the country are a testament to the confidence we have in the long-term potential growth of Brazil's economy.

"We are very familiar with the spending habits of Brazilian consumers due in large part to the fact that many of our duty free customers at Miami International Airport are Brazilian, so our transition into Brazil over the past year has been very smooth and natural.

"We greatly appreciate the opportunity to partner with the airport authorities at Salgado Filho International Airport to further enhance the offer to passengers with best-selling brands and a unique shopping experience. We are also very grateful to Michael Dinar, whose hard work and dedication have helped to make this beautiful store possible."

ACI: Passenger traffic growth rate dips in August, but North America turns in strong results

Global airport passenger traffic lost momentum from a growth rate of 5.4% in July to 3.6% in August, reports Airports Council International in its latest Pax report.

International passenger traffic grew 4.0% while domestic passenger traffic slowed to 3.3%, the lowest growth rate since June 2014. Accumulated passenger traffic grew 5.2% from January to August 2016 as compared to the previous year.

International traffic

International passenger traffic continued to grow at high rates in the Asia-Pacific and the Middle East regions (+8.5% and +8.3% respectively). North America boasted a strong 4.6% growth rate in international passenger traffic, while Europe declined to 2.0%. Latin America-Caribbean, largely driven by the aviation upsurge in Mexico, grew 5.0% in international passenger traffic. Only Africa lagged behind with a 3.6% loss in international passenger traffic.

Domestic passenger traffic was weaker than international passenger traffic in all regions except for Africa, where the decline in domestic passenger traffic was less pronounced than in international passenger traffic (-2.9%). Domestic passenger traffic in Europe and North America grew 1.8% and 1.9% respectively.

In Latin America-Caribbean, dominated by recessionary Brazil, domestic passenger traffic went up 1.1%. Asia-Pacific demonstrated the strongest growth in domestic passenger traffic at 7.0%.

Total traffic

The highest growth rates in total passenger traffic were in the Middle East and Asia-Pacific (+8.1% and +7.5% respectively), followed by North America, Latin America-Caribbean and Europe (+2.3%, +2.2% and +1.9% respectively).

Africa recorded a 3.2% loss in total passenger traffic during August.

North America has been strongly positioned due to the combination of low airfares and stronger consumer confidence. The United States has been opening to international air traffic, reflected in the 5.8% increase in international passenger volumes since January 2016.

The major economies in Latin America-Caribbean pulled traffic growth in opposite directions. While Brazil, hit by severe recession, lost 6.1% of its total passenger traffic at its major commercial airports in August, Mexico, Argentina, Peru, Chile and Panama grew 9.4%, 7.9%, 8.9%, 10.9% and 14.9% respectively, and had a balancing effect on air traffic in the region as a whole.

Colombia, the third largest aviation market in the region, slowed to 3.2%.

In Asia-Pacific, total passenger traffic at the major commercial airports in China, Japan, and India grew 6.7%, 4.8% and 20.0% respectively. The booming avia-

tion market of India grew by 18% since January 2016. Korea, posted a robust 16.7% growth rate for August and a 17.0% growth rate for the January to August period.

Europe showed signs of contraction. Passenger traffic fell 14.9% and 5.8% respectively in Turkey and the Russian Federation and the rest of Europe was mixed. The euro-area economy saw its growth rate dip to a 20-month low at the end of the third quarter 2016, reflected in the 0.1% total passenger growth rate in Germany and the 0.3% fall in France. The UK remained strong at 5.1%, while Spain was the brightest spot in the region with a growth rate of 7.6%.

The Middle East demonstrated a steady growth rate of 6.4% in total passenger traffic at its five airports in the United Arab Emirates and a 17.4% growth rate at Doha (DOH), Qatar. Israel kept momentum at +4.6%.

Estée Lauder to buy U.S. prestige brand BECCA Cosmetics

The Estée Lauder Companies continues to expand with interesting growth-enhancing acquisitions. On Oct. 21, ELC announced that it will acquire BECCA Cosmetics, a high-growth makeup brand offering complexion and color products that flatter a wide range of skin tones and enhance women's features. Terms of the deal were not disclosed. The acquisition is expected to close in November 2016.

Launched in 2001, BECCA Cosmetics has experienced exceptional growth over the last several years, with a curated product line that includes primers, concealers, foundations, blushes and highlighters that use the beauty of light to enhance the complexion. Most of the brand's foundations are available in up to twenty shades, with half designed for medium to deep tones and half designed for light to medium tones. This commitment to developing premium, luxurious products in a balanced range of wearable shades for all skin tones makes BECCA a highly coveted brand for women of all ages and ethnicities.

Since 2011, BECCA has been led by President and CEO Robert DeBaker, and CFO/COO James MacPherson, and has been part of Luxury Brand Partners' portfolio since 2012.

An article in *Women's Wear Daily* earlier this year, quoting industry sources, said that BECCA is on track to do \$80 million in net sales this year, up from \$40 million in 2015.

The brand has a robust presence in specialty-multi retailers Sephora and Ulta in North America. It is

also sold in select department stores, and through BECCACosmetics.com. While the majority of the brand's sales are in North America, it is currently engaged in a strategic global expansion with Sephora across Southeast Asia, Europe and the Middle East.

The brand has a strong social media presence, with more than one million Instagram followers, and an engaged consumer base covering all ages and backgrounds.

"BECCA Cosmetics is a wonderful addition to our portfolio of prestige beauty brands," said Fabrizio Freda, ELC President and CEO. "Its unique focus on complexion products that flatter a wide range of skin tones, combined with its sophisticated yet accessible consumer and digital engagement across channels has inspired a devoted fan base. We see terrific growth opportunities for BECCA as it expands globally and continues to cultivate its online and digital expertise. We are excited to work with Bob, Jim, and the entire BECCA team to continue building on the brand's terrific success."

"The Estée Lauder Companies is the ideal home for BECCA," said BECCA President and CEO Bob DeBaker. "The Company has the scale and vision to help elevate BECCA to its next phase of growth while encouraging us to continue to build our unique brand equity..."

"The BECCA philosophy of inclusive beauty is a terrific match for The Estée Lauder Companies," said William P. Lauder, Executive Chairman, The Estée Lauder Companies Inc. "One of our leading strengths is the ability to identify brands with unique positioning and nurture them to realize their full growth potential..."

ELC Executive Group President John Demsey will oversee the brand.



Chivas Regal launches first blended malt Scotch whisky

Chivas Regal has launched the House of Chivas' first blended malt Scotch whisky into global travel retail.

Chivas Regal Ultis uses single malts from five signature Speyside distilleries (The Strathisla, Longmorn, Tormore, Allt A'Bhainne and Braeval) and was launched as a tribute to five generations of Master Blenders.

"I am honored to be one of only five Chivas Regal Master Blenders to have spent our life's work mastering the famous Chivas house style. I feel privileged to have continued this craftsmanship, and I believe that Chivas Regal Ultis represents the true essence of Chivas Regal," says Colin Scott, Chivas Regal Custodian Master Blender.

Less than 1% of the inventory at Chivas Brothers was used to create Chivas Regal Ultis, which is distilled exclusively in copper pot stills.

Chivas Regal Ultis will launch into Global Travel Retail with consumer activations in high footfall spaces throughout Asia Pacific, EMEA and the Americas. Dedicated concourse spaces have been designed to incorporate visual cues that echo the craftsmanship of Chivas Regal Ultis, inviting travelers to take part in an in-depth, interactive discovery of the new blend.

Chivas Regal Ultis will be available in all major retailers and travel retail at an RRP of US\$200 from October 2016.

Canada's duty free sales up in September

Canada's duty free sales were up in both airport and land border shops in September 2016, according to the latest figures from the Canadian Border Services Agency (CBSA).

Airport duty free sales rose 8% to \$36 million. For the first nine months of the year, airport sales are up 7.3% to \$306 million.

Land border sales increased 7.8% in September to \$15.7 million. Through September, land border sales are up 5.95% to \$117 million.

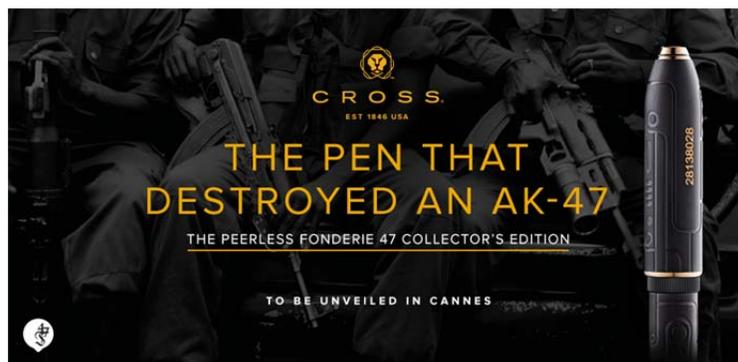
Regionally, September's Atlantic/Quebec sales rose approximately 13% to \$3.6 million. For the year, sales have increased 4.56% to \$25 million.

Ontario sales for September rose 6.43% to \$8.9 million. Through September, Ontario sales are \$67 million, up approximately 8%.

The Pacific Region's September sales rose 7.23% to \$2.3 million. For the year sales are up 4.85% to \$18.8 million.

Prairie sales for September were approximately \$853,000, up 2.47%. Sales through the first nine months of 2016 are \$6.5 million, an increase of 5%.

The top five categories on the Canadian land border, Alcohol (liquor, liqueur, wine, coolers); Tobacco, Cigars, Loose Tobacco; Perfume, Cosmetics, Skincare; Food; and Beer (beer, malt-based coolers); all had positive results in September.



David Ferreira dferreira@cross.com



TFWA 2016 in review

Continued from page 1.

‘Luxury’ is no longer about possession, but all about experience, noted Stasiulevicuis. “The traveling population has changed, and there is a much younger traveling consumer coming through airports who wants different things and different experiences.”

In an effort to engage this new consumer, companies in all categories demonstrated how they were using technology innovation at the point of sale. *TMI* will run more details on this in the coming weeks.

TFWA Board election

The election of the 37 members of the TFWA management committee took place during the week of Cannes, and the results were approved unanimously at the Annual General Meeting on Oct. 6. New board members are **Bacardi Global Travel Retail’s Aude Bourdier-Rocourt** as vice president commercial, **Gerry Munday** from **Furla SPA** as vice president marketing, and **Luxottica Group’s Francis Gros** as vice president conferences & research. They join **Frédéric Garcia-Pelayo** from **Interparfums** and **Alessan-**

dra Visconti from **Reflecta SAS**, who retain their respective positions as vice president finance and vice president corporate.

TFWA president Erik Juul-Mortensen thanked the members of the board and management committee who are moving on this year, in particular Thom Rankin, Carla Guiducci, and Patrick Bouchard.

“All have contributed to the continued development and success of the association. Thom joined the board in 1991 as vice president conferences and research and has served the association with dedication and distinction.

“In his 25 years as a member of the board, Thom has helped to steer the association as the duty free and travel retail industry has evolved and grown. He has played a very significant role in making TFWA the relevant, contemporary and dynamic organization it is today.

“Carla has served as vice president marketing, and Patrick in the capacity as vice president commercial, since 2012. I also offer them my sincere thanks.”

Coty completes merger with P&G Specialty Beauty Business

One of the biggest developments that took place during the week that TFWA World Exhibition took place in Cannes was the official completion of the merger of The Procter & Gamble Company’s fine fragrance, color cosmetics, salon professional and hair color and certain styling businesses (“P&G Specialty Beauty Business”) into Coty, Inc.

Coty is now the third-largest beauty company in the world, with approximately \$9 billion in revenue. As a combined company, Coty will also hold the number one position in fragrances, and number two and three positions in salon hair and color cosmetics, respectively.

As previously announced, following the completion of the merger, Camillo Pane became the new Chief Executive Officer of Coty.

Coty is now organized into three divisions: Coty Consumer Beauty, Coty Luxury and Coty Professional Beauty, each focused on its respective categories and channels, with a lean structure that enables faster decision making, focused investments and better communication with customers and consumers.

Coty Luxury is focused on expanding Coty’s leadership position in prestige fragrances and emerging position in skincare, in the Luxury Beauty market across all regions and luxury channels, including travel retail. Its fragrances include such well-known brands as Marc Jacobs, Calvin Klein, Chloé, Gucci, Hugo Boss, Balenciaga, Bottega Veneta, Alexander McQueen, Davidoff and Miu Miu, amongst others, and skincare brands include Lancaster and philosophy.

BAT offers \$47 billion for control of Reynolds

British American Tobacco announced last week that it had offered to buy out U.S. cigarette maker Reynolds American Inc in a US\$47 billion takeover bid. BAT currently owns 42.2% of Reynolds American Inc. The British company has now offered cash and stock worth \$56.50 a share for the 57.8% of Reynolds it doesn’t already own.

The offer represents a premium of 20% over the closing price of Reynolds common stock on October 20, 2016.

If the deal goes ahead, BAT says that it will create the world’s largest listed tobacco company by net turnover and operating profit, and give the company a leading position in the U.S. tobacco market, the largest global profit pool (ex-China) with strong growth dynamics.

The acquisition will also give BAT a significant presence in high growth emerging markets across South America, Africa, the Middle East and Asia, together with the most attractive developed markets, and a unique portfolio of strong brands, bringing together ownership of Newport, Kent and Pall Mall.

The deal will also result in a combined Next Generation Products and R&D capabilities to deliver a world class pipeline of vapour and tobacco heating products across all the fastest growing NGP markets globally, says BAT.

According to published reports, Winston-Salem, North Carolina based Reynolds acknowledged receipt of the unsolicited offer and said it would review the offer and respond in due course.

Reynolds American was formed in 2004 when BAT merged its U.S. subsidiary Brown & Williamson with R.J. Reynolds.

Shopping China wins key Frontier Award

Congratulations to Shopping China, of Paraguay, which was named the **Land-based border/downtown retailer of the year** at the annual Frontier magazines awards held in Cannes earlier this month. The award was sponsored by Godiva.

Other familiar brands winning top awards included Desigual, which was named the winner of the **Supplier of the Year** award; Edrington – Macallan Rare Cask Black, named **Star Product of the year over \$100** category; and Godiva – Coeur Iconique limited edition 2016 in the **Star Product of the Year under \$100** category.

Two special mentions must be made also to TFWA President Erik Juul-Mortensen, who was honored with an **Outstanding Contribution to the Industry award**; and Dubai Duty Free’s George Horan, winning of the **2016 Lifetime Achievement award**.

Rounding out the other winners are **Partnership Initiative of the Year**: Lagardère Travel Retail – SumoSalad; **Speciality Concept of the Year**: Johnnie Walker House, Amsterdam Schiphol Airport; **Non-airport retailer of the year**: P&O Ferries; **Inflight retailer of the year**: KLM Royal Dutch Airlines; **Marketing campaign of the year by a supplier**: Pernod Ricard Travel Retail Europe – Jameson #BeOriginal 60; **Marketing campaign of the year by a retailer**: DFS India Pvt Ltd – Meet the Bollywood stars; **Marketing campaign of the year by an airport**: Heathrow Airport – Pimm’s summer promotion; **Technology innovator of the year**: Accolade Wines – #Hardy’sHero digital campaign with Heinemann & Sydney Airport; **Airport operator of the year**: Heathrow Airport; and **Airport retailer of the year**: Ever Rich Duty Free Shop.



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Americas, Inc.

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Confectionery

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Sales Coordination

Create new product offers & catalogues; communicate assortment updates; assure information entered in SAP matches information received from customers; maintain promotional calendars; create presentations; solicit customer feedback.

Position Requirements

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

Pls. send resumes to

info@heinemann-americas.com

With CC to:

m.mariani@heinemann-americas.com

ESSENCE CORP.

has an immediate opening for a Market Coordinator.

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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 resumes

masallan@essence-corp.com

THE SHISEIDO GROUP
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AREA SALES MANAGER
SOUTH AMERICA TR /
SKINCARE & COSMETICS

Responsible for the development of the Group's skincare & cosmetics brands and achievement of sales; implementation of global strategies and marketing plan; management of P&L; negotiation of spaces with major retailers; supervision of field retail managers. Reports to Regional TR Sales Director.

Qualifications: Bachelor degree or above in Business Administration; minimum 3 years' experience in sales in the luxury industry; excellent communication skills (English/Spanish); strong management and analytical skills; 50% travel.

.MARKETING MANAGER TR
& LAT. AM. LOCAL MARKETS
/ SKINCARE & COSMETICS

Responsible for development and implementation of Marketing plans and communication of brand objectives and strategies for all skincare and cosmetics brands; management of portfolio category and building brand equity and gaining of market share by leveraging innovation and creativity. Must have 5 years in the industry. Position reports to Marketing Director for the Americas. 30% travel.

Degree in Marketing with 5 years' experience in the industry preferred

BRAND MANAGER TR &
LAT. AM. LOCAL MARKETS
DOLCE & GABBANA
(Fragrance)

Responsible for implementation of trade marketing strategy, development of media plans, forecasting, and advertising. Will work closely with brand holder to assure brand image across region. Travel Retail and Local Market experience is ideal. Reports to Marketing Director for the Americas. 20% travel.

Marketing or Business degree required with strong analytical skills and excellent oral and written communication skills in English and Spanish. 3-5 years marketing experience is a must
-MORE-

THE SHISEIDO GROUP
(CONTINUED)

PRODUCT MANAGER
/ SKINCARE & COSMETICS

Contributes to the execution of marketing strategies, coordination of launches, promotions, implementation of marketing plan, forecasting, product launches, animations, ordering of media and PR images. Reports to Marketing Manager

Knowledge of Photoshop preferred: strong knowledge of MS Office a must. Degree in Marketing/Business field preferred. A minimum of 3 years' experience in the industry (in skincare & make-up is a must)

MARKETING ASSISTANT
/ DOLCE & GABBANA
(Fragrances)

A minimum of two years' experience in the luxury goods industry to assist the Brand Manager with various marketing responsibilities that include the coordination of product launches and animations, maintaining updated distribution database, ordering visuals, in addition to other administrative duties. Strong knowledge of Photoshop and MS Office needed.

FINANCIAL ANALYST

As the primary support for the Finance Director, will handle monthly reporting, A/R and A/P, T&E reporting/audit/analysis, provisions follow-up, vendor payments, purchasing, and IT. Degree in Accounting and excellent knowledge of Excel and accounting software

Applicants please send resumes to:
gcamplani@bpi-sa.com

NEW

COTY

has an opening for a Travel Retail Business Analyst position based in Miami:

Mission

This position will provide analytical support to the TR Americas region. Key responsibilities will be to support the sales team in terms negotiations and provide business insight driven by detailed sales, financial and market analysis.

The ideal candidate will be a self-starter with a detail oriented approach, an astute commercial sense and great interpersonal skills.

Requirements

University Commercial/Finance degree

Fluent English (Spanish & French a plus)

At least 3 years of relevant work experience in an international environment
Industry knowledge a plus
Excellent knowledge of Excel

Please send resumes to

Andres_Romero@cotyinc.com



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