

Starboard reveals next level retail program onboard *Carnival Horizon*

The three-story tall, fuchsia pink, digitally-decorated funnel with flashing Victoria's Secret logos that greeted passengers embarking on the new *Carnival Horizon* cruise ship at New York City's Pier 88 last week was the first indication of the key role that retail is playing on Carnival's newest addition to its fleet.

Carnival, working together with Starboard Cruise Services, has revealed its largest area dedicated to shopping on any Carnival ship. The Fun Shops on *Carnival Horizon* are spread along a two-level shopping promenade rimming the ship's atrium on decks 4 and 5, with branded shops boasting the largest and most varied offerings in the fleet with a stellar lineup of some of the most popular brands in the world.

William Butler, vice president of retail services, Carnival Cruise Line, told a gathering of journalists that *Horizon*, the 26th vessel in the Carnival fleet, represented a milestone in the cruise company's 30-year partnership with Starboard. Butler joined Carnival in 2011 from a retail career in the domestic market, and his dedicated position underscores the growing importance of retail to the cruise industry.

"We first launched retail at sea with Starboard more than 30 years ago and shopping is in the DNA of the Carnival cruise experience," he said, commenting on how onboard shopping has evolved.

"When retail spaces were first created onboard a ship they were very much secondary venues and at the time we used ship building architects to build these spaces. Fast forward several years, and our shopping environments are now at the heart of ships, beautifully curated and designed by retail architects, with our partners," he explained.

Carnival and Starboard are also renovating the retail on the older ships in the fleet, bringing them up to the level of the more recent Fun Shops.



For the *Carnival Horizon*, which launched in April, Starboard has orchestrated a host of firsts, including the line's first Victoria's Secret boutique and a high-profile presence for prestigious brands such as Breitling, Hublot, Rebecca Minkoff, Michael Kors and Kate Spade. *USA Today* cited *Carnival Horizon's* shops as "one of top six things to love about the newest ship."

Starboard Cruise Services President and CEO Beth Neumann explained how the retail concepts on the *Horizon* were crafted to align with Carnival's new 'Choose Fun' brand positioning and appeal to their unique guest profile.

"Carnival is all about fun, so we were inspired to bring fun to retail. Starboard brings a tailored approach to all of our retail with a program that is very specific to this ship and this cruise brand," said Neumann.

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Branquinho steps down as president of ETRC, O'Connell elected to lead as new Managing Board takes shape

Sarah Branquinho has stepped down from her role as president of the European Travel Retail Confederation after 6 years of service and leadership and 15 years of membership on the ETRC Board.

The Board of ETRC has elected duty free veteran Frank O'Connell as the new president. He has previously served both on the ETRC Board as well as president of ETRC for many years. He is also currently the president of the Duty Free World Council (DFWC), bringing with him a global perspective of the DFTR industry.

O'Connell commented: "Sarah's stewardship of the European Travel Retail Confederation was exemplary, steering the industry's European representation during challenging times.

"I am delighted to announce that she will continue to work with the ETRC board on Brexit. Sarah's knowledge of what drives the DFTR industry is unparalleled and we are fortunate to be able to continue benefiting from her experience and guidance.

"The ETRC Board has changed significantly in recent years with new members coming in. I am delighted that they have asked me to serve a year as President in order to allow for an effective transition to the new generation of ETRC leadership."

The members of the ETRC Managing Board include:
Frank O'Connell, ETRC
Erik Juul Mortensen, TFWA
Fulvio Fassone, ATRI
Jacques Parson, BDFA
Francois Bourienne, UKTRF
Nigel Keal, Global Commercial Director, Dufry
Inken Callsen, Director Fulfillment, Gebr. Heinemann



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Starboard reveals next level retail program onboard *Carnival Horizon*

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“Our retail has to be entertaining, it has to be about discovering something new, it has to be about making connections with other guests – all of which create a memory of a wonderful vacation. Every night we have something special in the Fun Shops, something different,” says Neumann.

“Starboard is devoted to going beyond just selling merchandise. We are transforming the retail cruise industry, elevating retail to the same level as other important ship amenities.

“I think we are the luckiest retailers in the world, working with people on vacation. My job is to bring that experience into the shop, to entertain and provide a memory of this vacation experience. We are creating retail magic on board,” she insists.

Led by highly personable and trained sales associates, Starboard has created a series of immersive activations that treat guests to exceptional service and bring brands to life – thus creating that “retail magic.” Some of the retail highlights on the *Carnival Horizon* include:

Victoria’s Secret Girls Night Out: Guests can browse the latest assortment of merchandise and fragrances in Carnival’s first-ever Victoria’s Secret boutique while sipping champagne, as they have the chance to compete in a runway face-off or spin a wheel for prizes.

Le Vian Style Me Famous Fashion Event: Inspired by the Le Vian jewelry brand’s reputation for outfitting celebrities for the red carpet, this event gives guests the full treatment as they’re styled with signature jewelry pieces and pose for fun photo-ops. Guests even receive a Le Vian gemstone with the option to upgrade to a piece that complements their style.

Rock Envy with Crystals from Swarovski: Guests can custom-design their own jewelry keepsake of their cruise using a huge selection of charms, bracelets, necklaces, rings and watches. Rock Envy with Crystals from Swarovski is exclusively available on board select Carnival ships.

Men came in for their share of activities as well. One of the favorite activities during our press tour was undoubtedly **The Gentleman’s Guide to Love & Life:** We were taught to tie a bow-tie, pick a day and night fragrance and select a signature whiskey, while getting some down-to-earth dating tips! Starboard calls it the ultimate guy’s guide to style.

Other fun activities include a **Beauty and Fragrance Bar**, where guests are invited to experiment and “play” with makeup and fragrance; the **What’s Your Jewelry Personality?** shopping event that helps guests discover which gemstone best matches their spirit and personality; and **Happier Hour Daily Tastings**, offering a blind taste test, and sampling of some of the world’s top liquors, including travel retail exclusives.

There is even **Wearable Tech**, where experts help guests discover a variety of watch styles with multi-functionalities in Carnival’s first store entirely devoted to wearable tech.

Captions, from top: The two-level promenade that houses the Fun Shops on Carnival Horizon; Starboard Cruise Services President and CEO Beth Neumann previewed “Girls Night Out” at the first Victoria’s Secret boutique at sea; the famed Carnival Funnel created completely from Swarovski crystals sets the stage for Rock Envy with Crystals—another exclusive to Carnival activity from Starboard. The two charming gentlemen who taught us how to tie a bow tie and pick a day and night fragrance as well as a signature whiskey during a sneak peek of the Gentleman’s Guide to Love & Life.

“*Carnival Horizon* represents our most significant commitment to retail offerings on any Carnival ship,” said Carnival’s Butler.

“In partnership with Starboard Cruise Services, we created the right atmosphere and introduced the right merchandise assortment and experiences for our brand and guests. The retail environment is designed to further enhance our guests’ vacation experience and we look forward to celebrating many special occasions with an incredible assortment of merchandise. I’m very pleased with the ‘Shop Fun’ concepts we have created with our partners at Starboard,” he concluded.

As part of a multi-year agreement, Starboard now operates retail services on nine Carnival ships including *Carnival Horizon*.



Edrington Global Travel Retail reorganizes Americas team

Edrington Global Travel Retail (GTR) is putting stronger emphasis on its travel retail business in the Americas and has named Juan Gentile, formerly Senior Vice President for Latin America and Travel Retail, to the new role of Managing Director, Americas Travel Retail.

The new organization is designed to provide greater support to retail partners and drive continued growth in the region for its Americas Travel Retail (AmTR) business.

In this role, Gentile will be 100% focused on the travel retail channel, while also leading and supporting a new Global Cruise Development initiative.

Under the reorganization, Jada Portela has been promoted to Regional Director – Latin America & Caribbean, excluding Mexico. Juan Campos, formerly Regional Director – Latin America & Caribbean, has taken over as Managing Director for newly created Edrington Mexico.

In related news, Edrington Travel Retail Americas moved into a new office in the heart of Miami's business district on Brickell Avenue last month. The new site also houses Edrington's LATAM team and the South Division domestic team, which covers ten states from Texas to North Carolina.

The Miami office will act as an

important hub for the Americas, Gentile told *TMI*.

In 14 years at Edrington, Juan Gentile has been instrumental in the growth of Edrington's business, developing The Macallan to become the leading Single Malt in Latin America domestic markets. In 2012 he assumed responsibility for travel retail and was a board member of Edrington WEBB Travel Retail Americas. Gentile played a central role in the 2017 integration of this business within Edrington's global structure, establishing a fully owned and integrated Global Travel Retail business unit.

According to figures from Cruise Lines International Association, global cruise passengers grew by 20.5% in 2017, with North America (including Mexico) representing almost half (49%) of global ocean passengers.

Anette Mourier will assume the role of Global Cruise Manager, responsible for both the on- and off-premise cruise business. Formerly Marketing Director with WEBB, Anette combines significant experience of on-premise brand building with strong relationships in the cruise line industry.

As part of the reorganization, Lilian Sanchez takes full responsibility for the Edrington portfolio as Head of Marketing for Edrington Americas Travel Retail.



Juan Gentile assumes the new role of Managing Director, Americas Travel Retail for Edrington.

Igor Boyadjian, Managing Director, Edrington Global Travel Retail:

"The Americas region in travel retail is full of opportunity, with major investments in airport infrastructure and improved retail facilities as well as a dynamic and rapidly growing cruise business. By allowing Juan to focus all his experience and expertise on leading our travel retail business and bringing in Anette to develop and execute a tailored strategy for the cruise line business, I'm confident we are in a strong position to grow our brands and strengthen our premiumization agenda in the region."

Juan Gentile, Managing Director, Edrington Americas Travel Retail:

"I'm extremely passionate about travel retail and believe that an even stronger focus on this channel in the Americas is a crucial step. Edrington has laid out a very bold vision to take leadership of the super-premium spirits category in the Americas, and travel retail has a major role to play in delivering on this vision by driving brand equity and consumer recruitment at iconic, high-profile locations across the region. I'm delighted to wish Jada, Anette and Lilian well in their new roles."

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Left: Anette Mourier will assume the role of Global Cruise Manager, responsible for both the on- and off-premise cruise business. Right: Lilian Sanchez takes full responsibility for the Edrington portfolio as Head of Marketing for Edrington Americas Travel Retail.

Diageo GT sends three finalists to compete for World's Best Bartender title

Three of the cruise industry's best bartenders will compete for the title of Diageo World Class World Bartender of the Year.

Norwegian Cruise Lines' Razvan Dorel Cordea from Romania, Seabourn Cruise Lines' River Wood from South Africa and Celebrity Cruises' Igor Ilioski from Macedonia, move on from the Global Travel semi-finals of the competition which took place in Miami on June 28, to compete in the prestigious World Class Final in Berlin in October.

The semi-finalists participated in two challenges which showcased their craft, creativity, knowledge, technique, presentation and the overall delivered drinking experience. The 'Market Basket Challenge' gave them the chance to create two of their own cocktails using fresh ingredients they bought during a 45-minute visit to a local farmers' market, while the 'Cocktail Against the Clock' challenge was all about demonstrating the speed and skill of making 4-6 cocktails of their

own choosing in a 5-minute period.

The judging panel was made up of industry experts including Andrew Meltzer; Diageo World Class U.S. Bartender of the Year 2016, Ben Potts; one of Top 10 Bartenders in Miami as voted by Miami New Times, and Eric Ribeiro; Beverage Consultant at Parisian Shaker.

Marcos Bibas, Commercial Director Diageo Global Travel said: "We are delighted to support a program which educates and inspires bartenders to deliver outstanding drinks experiences, and we believe this is particularly important for cruise line bartenders on board our partners' ships who consistently deliver exceptional drinks experiences for their guests.

The Diageo World Class competition showcases a remarkable standard of craftsmanship and creativity, which we have seen demonstrated at this semi-final. We want to congratulate the winners and wish them the very best of luck at the Diageo World Class Global Final in Berlin this October."



The three finalist cruise bartenders who competed in Miami on June 28 for the Diageo World Class title, with Diageo GT Commercial Director Marcos Bibas (third from left). The winners will battle it out against over 50 of the world's best bartenders on October 5-8 2018 in Berlin for the coveted 'Diageo World Class Bartender of the Year' title.

HMSHost brings health-forward options to travelers

Global restaurateur HMSHost has launched a program of health-forward culinary offerings to more than a dozen travel venues across the country, including airports and turnpike service plazas.

The *Eat Well. Travel Further* offerings are themed around current health-conscious lifestyle eating habits, said HMSHost Vice President of Marketing & Communications Atousa Ghoreichi. "We are advancing our commitment to the wellness culinary ethos, appealing to the growing need for more, easily accessible health-forward options in travel venues."

The offerings include organic probiotic beverages, wholesome snacks including handcrafted kale chips, roasted chickpeas, and organic dried fruit and preservative-free bento boxes with less than 500 calories each per serving themed around current lifestyle eating habits like a Vegan Lunch Box, Paleo Snack Box, and Protein Lunch Box, among others.

Some of the other new healthful offerings also include fresh fruit cups, hummus with veggie sticks, and a variety of beverages from coconut water to tea, all packaged to take on the plane.

The *Eat Well. Travel Further* offerings are now available in the US at Charlotte Douglas International Airport, Chicago O'Hare International Airport, Fort Lauderdale-Hollywood International Airport, McCarran International Airport, Los Angeles International Airport, General Mitchell International Airport (Milwaukee), Minneapolis-Saint Paul International Airport, Nashville International Airport, Newark Liberty International Airport, Phoenix Sky Harbor International Airport, Seattle-Tacoma International Airport and three travel plazas on the New Jersey turnpike. The program will continue to expand with new offerings and new locations.



Fraport Maryland: new shops & eateries at BWI



Fraport Maryland recently welcomed several new shops to Baltimore/Washington International Thurgood Marshall Airport (BWI). The new retail options include **bagcallini**, a 300 sq. ft. store in the A/B food court. The bags and accessories store was founded by two flight attendants 20 years ago.

A Farmer's Market in the B concourse, the martini upscale craft cocktail bar in the A/B food court, and **Sir Veza's Kitchen and Kantina** "sports and gastropub" in the Main Terminal round out the new venues.

Crystal Head Vodka launches first, limited-edition, John Alexander Artist Series Bottle to commemorate 10-Year Anniversary

Crystal Head Vodka's stunning limited edition John Alexander Artist Series bottle is now rolling out with Gebr. Heinemann in Europe in its flagship Duty Free shops at the airports in Istanbul, Frankfurt, Hamburg, Berlin, Amsterdam, Copenhagen and Vienna.

Created to commemorate the 10th anniversary of Crystal Head Vodka, the John Alexander Artist Series bottle is the first limited edition for the ultra-premium vodka known for its signature skull bottle.

John Alexander is the creator of the signature skull Crystal Head bottle, a design that is an exact rendering of a human skull. He is a renowned American artist, whose work can be found in museums across the US, including the Metropolitan Museum of Art in New York and other private collections worldwide.

Alexander is known as a painter of environmentally conscious landscapes and satirical figurative work. This evocative bottle finish is derived from Alexander's expressive 1988 oil painting 'Dancing on the Water Lilies of Life,' which is currently on display in



the Dallas Museum of Art.

The decoration process of these limited-edition bottles takes place in a small artisanal workshop in Milan, Italy. Each of the 25,000 bottles have been hand-decorated by one of three highly skilled craftsmen, and then numbered to further emphasize its scarcity.

Artist John Alexander commented, "I am thrilled to unite this expressive painting with the unique design of the Crystal Head bottle to help create the first edition in the artist series. This bottle stays true to the signature style of Crystal Head and appeals to spirit drinkers and art lovers alike."

Zamora Company and MONARQ Group extend distribution partnership

After successfully working together for 3 years in Central America, Zamora Company and MONARQ Group have expanded their partnership to include the Caribbean and USA Duty Free.

Spanish family-owned Zamora Company's brands include Licor 43, Ramón Bilbao, Martin Miller's, Lolea, Villa Massa, Mar de Frades and Yellow Rose.

Thomas Clamens, Managing Director International of Zamora Company, commented: "We are delighted to extend and expand our partnership with MONARQ Group. The past three years, MONARQ has proven to be true - and professional partner, successfully managing the distribution, sales and marketing of our brands in this region. The consolidation

of the three territories with one partner will lead to a structured development of our brands throughout the full region."

Robert de Monchy, founder and Managing Director of MONARQ Group, added: "We have been working with Zamora Company in Central America for more than three years, which proved to be a successful and fruitful partnership. Zamora continuously improves their portfolio with the acquisition of new brands and the development of successful brand extensions. This coincides perfectly well with our corporate philosophy of bringing innovation to the Americas. We look forward to working many more years together with the Zamora team and to achieve our mutual goals."

Russian Standard Vodka turns 20

The Russian Standard Vodka company is today (July 17) celebrating the 20th anniversary since the launch of the first Russian Standard premium vodka.

Russian Standard is the founder of the premium vodka segment in Russia and has been an all-time market leader since 1998, with a significant market share of over 30%. The brand continues to grow in its domestic market increasing the sales volume by 20% in 2017 and 4% in Q1 2018 vs LY.

Russian Standard is the number one vodka exporter from Russia. The brand's global presence has increased from 26 countries in 2006 to over 80 countries in 2018.

Travel Retail is one of Russian Standard's biggest markets, where the portfolio is available in over 1,000 international airports. Russian Standard sales volumes increased to 3.4 mln 9l cases in 2017 and the brand has risen to 16th place amongst the world's best-selling vodka brands (Drinks International). In the UK, it is now the 2nd biggest vodka brand.



Tito's celebrates heritage with Stars & Stripes packaging

US distiller Fifth Generation is launching a limited edition burlap bag for Tito's Handmade Vodka to mark the start of summer.

The colorful, red, white and blue packaging sports the stars and stripes of the US flag reflecting the heritage of the Texan craft vodka.

Available from July, Tito's patriotic gift bags give travelers an opportunity to experience Americana at its best. The Stars & Stripes packaging will be carried by DFS, DFASS, DFA and Dufry in airports as well as retailers in the cruise channel.

Tito's Managing Director International, John McDonnell, says: "This celebratory packaging allows shoppers to tap into American culture and take home a piece of history. Tito's represents a fine example of the American dream, a story which resonates with consumers and this eye-catching pack allows customers to maximize sales during this peak summer period."



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Assistant Retail Manager
(Boutiques)
Miami Office

We are looking for an Assistant Retail Coordinator/Manager for the growth in the Caribbean Latin American Market. He/she will be responsible in assisting the Retail Manager in developing the Boutique sales team, to ensure customer experience, enhance loyalty to the Breitling brand name, with the end goal of achieving the Business and sales objectives.

MAIN RESPONSIBILITIES

Lead the team and drive sales performance to consistently achieve sales budget objectives while ensuring operational integrity. Communicate, support and monitor company KPI's and proactively identify strategies to ensure performance standards are met. Implement all Boutique brand guidelines and procedures. Promote brand awareness, establish store presence, and capture competitive market share through company events. Ensure the implementation, execution, and measurement of company CRM initiatives through team action plans. Lead Boutique operations (stock management, reporting, expenses, etc.)

REQUIRED QUALIFICATIONS, EXPERIENCE AND SKILLS

Solid experience in managing a luxury goods brand. Ability to effectively communicate effectively across the levels of the organization (written and oral) in English and Spanish. Business acumen combined with strong analytical and organizational skills. Very good interpersonal skills and flexibility. Ability to travel 40-50%. Please send resumes to: info@breitling.bs



BREITLING CARIBBEAN
/LATAM
Sell-In Sell-Out Analyst
Miami Office

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

Specific responsibilities include but are not limited to:
*Extracting and interpreting data.
*Updating and running statistical models, tracking results against forecasts, and fine-tuning future Forecasting.

*Creating budget modeling through sales analysis, interpretation of future forecasting variables.
*Build reporting structures on SKU, category and whole business performance.
*Prepare key weekly, monthly and quarterly reports via PowerPoint presentations, conference call and or meetings.

Other functions:

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

Position Requirements:

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

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EDRINGTON AMERICAS TRAVEL RETAIL
Associate Manager – Cruise

The Cruise Associate Manager role provides support to the Global Cruise Manager with the strategy, development and execution of cruise line activations. With a focus on training and implementation of various brand concepts, he/she is instrumental in driving the success of the portfolio in both on premise and the retail stores on board the ships.

Brands:

The Macallan, Highland Park, Glenrothes, Famous Grouse, Cutty Sark and Brugal
Tito's Handmade Vodka, Disaronno, Tia Maria, Buffalo Trace, Blantons, Fireball, Southern Comfort amongst others

Responsibilities:

Assist in creating new cruise concepts, manage/create new concepts, lead implementation of concepts onboard cruiselines, etc.

Requirement:

Bachelor's Degree, 2-3+ years of relevant experience, with cruise and/or spirits background preferred. Willing to travel 50% of the time to cruise ships and key destinations in the World. Strong proficiency with Microsoft Excel and PowerPoint with the ability to work with data from multiple data sources for reporting and analysis. Flexible approach to work in a cross-functional team. Must have excellent interpersonal and written/verbal communication skills. 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.

<https://usajobs.edrington.com/job/cruise-associate-manager-americas-travel-retail-us-miami,-fl-177.aspx>

CLARINS, a luxury beauty brand, is seeking an **Area Manager, based out of Miami, FL.**

The position will be responsible for the development of brand equity, sales, profit and market share in the territory within Company guidelines and strategies, will ensure effective communication to obtain the information for an adequate development of the brands of Clarins Group in the assigned area, will adapt marketing, investment, HR and distribution strategy to local needs, and will assure the achievement of the growth and profitability objectives fixed by the Company.

Responsibilities include, but are not limited to:

Budget, Sales, A&P, Marketing, Training, Reporting, Strategy, Finance, Travel, Communication, Forecasts and orders.

Essential Skills and Abilities

Bachelor's degree in business, marketing or related field. At least three to five years related experience (sales and marketing) Good Negotiation skills, Strong interpersonal skills. Ability to adapt to diverse markets according to business needs and strategies. Willingness to travel internationally: 40-50% of the time. Strong analytical skills. English & Spanish (Read, Write, and Speak) required. Computer literate in Microsoft Word, Excel, PowerPoint

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International Trainer

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Retail Manager/Account Executive for North America - Southeast region

Ideal candidate will have a minimum of 2-3 years' experience in the Travel Retail luxury goods industry. Responsibilities include developing sell-out figures through supervision of salespeople, implementation of the brands' merchandising and promotion guidelines. Experience in retail sales is a plus. Must be able to travel 40 to 50% of the time.

Operations Analyst – Cosmetics Division

Responsible for managing the new launch order process for the Cosmetics Division. This position is vital in contributing to the integration and delivery of all launches. Acts as a liaison between internal departments and our headquarters to streamline the procedure and communications throughout the item creation and ordering process. This position will also support key forecasting analysis and is responsible for managing the Travel Retail allocation. Demand planning experience is ideal for this position. Candidate must possess strong organizational and analytical skills.

Sales/Market Coordinator

The ideal candidate is highly proficient in Microsoft Office and possesses strong organizational and customer service skills. Must be a team player as this position will support management and the sales team with various projects and sales analysis. Experience in Travel Retail industry is a plus.

Please submit resumes to

qcamplani@sac.shiseido.com

and/or mfernandez@sac.shiseido.com.

Please refer to the job title on the subject line when sending your resumes.



2018 AWARDS ENTRIES OPEN Sunglasses Workshop in Cannes

Eight sunglasses suppliers have announced the scheduling of the 10th annual Sunglasses Workshop and Awards at TFWA World Exhibition in Cannes **on Tuesday, October 2, 2018**.

A unique initiative in the brand-owner community, the eight companies are uniting to put on the tenth successive Sunglasses Workshop and eighth Sunglasses Award, with entries for the awards by retailers and airport authorities officially open today.

The seven sunglasses companies that hosted the event last year -- De Rigo, Essilor, Kering Eyewear, Luxottica Group, Marchon, Marcolin and Maui Jim --are joined by new partner Safilo Group in 2018, to co-sponsor and co-host the event in Cannes.

Parties interested in attending the “**By invitation only**” event can contact the organizers - integrated retail marketing and design agency FILTR - at awards@sunglassescategory.com.

Following the workshop session, the sponsors/hosts will present awards for eight award categories:

1. Best Marketing Activity for the Sunglasses Category
2. Best New Sunglasses Environment
3. Best Dedicated Sunglasses Sales Team
4. Best Off-Airport Sunglasses Retailer
5. Best Digital Initiative for the Sunglasses Category
6. Most Supportive Airport Authority for the Sunglasses Category
7. Sunglasses Retailer of the Year (turnover under US\$2bn)
8. Sunglasses Retailer of the Year (turnover over US\$2bn)

The deadline for entries is **Friday, 7 September 2018**, with submissions to be made via sunglassescategory.com. In a new development for 2018, the 2017 winners of each category will not be able to enter the same award but will be invited to pass the baton to the new 2018 winner.

The judging panel comprises: Alessandra Piccin, Duty Free & Licensor Boutiques Sales Manager, De Rigo; Francesco Leccisi, Head of Asia Pacific & Global Duty Free, Essilor; Omar Hagi, Global Head of Travel Retail & International Key Accounts, Kering Eyewear; Alessandro Pozzi, Global Channels Director, Luxottica Group; Erwan Le Guennec, International Travel Retail Director, Marchon; Lucilla Tremonti, Duty Free & Travel Retail Sales Manager, Marcolin; Giles Marks, Director Duty Free Sales, Maui Jim; Frederic Laffort, Head of North of Europe, Global channels (Travel Retail, Dept stores) & Global accounts, Safilo Group.