

Dufry and Autogrill confirm negotiations over possible merger

Travel retail giant Dufry and Italian catering company Autogrill have confirmed talks on a possible merger. Dufry is already the largest airport travel retailer in the world.

The confirmation comes after *Bloomberg* reported on June 28 that the two companies were in an “advanced stage of discussions” and an agreement could be signed soon.

In a statement, Autogrill said: “With reference to today’s press rumors related to a possible transaction involving an industrial combination with the Dufry Group, Autogrill announces, to the extent of its competence and also on the basis of the information received from the controlling shareholder Edizione, that there are ongoing discussions, without any exclusivity, regarding a possible integration between the two groups.”

Autogrill went on to say: “As previously communicated, [we are] interested in evaluating strategic opportunities aiming at promoting and developing the Group as well as creating value for all its stakeholders.”

It added: “Autogrill will promptly inform the market if the legal requirements are met.”

Shortly after this was released, Dufry issued its own brief confirmation:

“In light of recent media reports and market speculations, Dufry confirms that it is involved in discussions regarding a possible transaction involving Autogrill S.p.A.

“Dufry regularly examines its strategic options. However, at the moment, there is no certainty that any of these discussions will result in any transaction, nor with regard to its nature, terms and conditions. Dufry will keep the market informed if and when appropriate.”

According to *Bloomberg*, quoting unnamed sources, talks between the Swiss and Italian companies are at an advanced stage and an agreement could be signed as soon as next month.

Under the deal structure being considered, Dufry would purchase Autogrill and pay in shares. The Benetton family, who own the majority stake in Autogrill, would be the new listed entity’s biggest single investor, with a stake of about 20%, said *Bloomberg*, adding that the deal is valued at about \$6.2 billion.



BY THE NUMBERS

ACI reports North America should be first region to reach full recovery to 2019 levels

Airports Council International (ACI) World’s quarterly assessment analyzing the impact of the COVID-19 pandemic on airports, reveals that momentum created by the lifting of many health measures and the relaxation of most travel restrictions in many European countries and in the Americas has had a positive and immediate impact on global air travel demand.

North America is leading the recovery. Following a weak first quarter in 2021, performance in North America improved significantly, fueled by a fast-recovering U.S. domestic market and a high overall vaccination rate, helping the region to end the year at 65.1% of 2019 levels.

ACI expects the strong performance to continue in 2022, helping the region to outperform all other regions and reach 89% of its 2019 level by year end. North America should be the first region to reach full year recovery to 2019 levels as early as in 2023.

The Latin America-Caribbean region recorded a strong second half of 2021, helped by a strong recovery of domestic passengers in country-markets like Mexico, and ending the year 2021 at 62.6% of its 2019 level.

ACI expects the region to continue to see a positive uptick in 2022. The increase in leisure travel is forecast to bring the region to 83% by year end compared to 2019. Full-year recovery for the region is expected in late 2023 or early 2024.

Europe: Even though the region saw significant improvement in the third and fourth quarters of 2021, Europe ended the year at 43.5% of its 2019 level. However, the positive trend of the last quarters should carry over to 2022, especially during the summer months, bringing the region to 78% of its 2019 level by year end.

Despite some risks of a slowdown during the fall and winter

seasons, ACI expects Europe to reach full-year recovery to 2019 levels in 2024.

APAC, ME & Africa

The **Asia-Pacific** region is expected to have the slowest recovery, reaching only 62% of 2019 levels in 2022. Full year recovery to 2019 levels is expected by the end of 2024 but could slip to 2025 if certain countries lag in lifting the remainder of their COVID-19 restrictions.

The Middle East was the most impacted region in 2021, despite some improvement in the second half of 2021, reaching only 41.6% of its 2019 level by year end.

The region’s high dependence on international travel and connectivity, both of which are recovering much more slowly than domestic travel, will continue to impact its recovery in 2022. The region is expected to reach 67% of 2019 levels by year end and fully recover

only in late 2024.

Due to its dependence on international traffic, **Africa** will remain part of the highly impacted regions and is expected to make a full recovery to 2019 levels only in mid- to late 2024.

Global recovery

For the full year 2021, the COVID-19 outbreak removed 4.6 billion passengers compared to 2019, representing a loss of 50.3% of global passenger traffic. Over the first two years of the pandemic, the COVID-19 outbreak reduced the number of passengers at the world’s airports by 10.2 billion.

Global passenger traffic is expected to improve significantly in 2022 to reach 77% of what it was in 2019, with traffic for 2022 totaling 7.1 billion. Full recovery to 2019 levels at the global level is forecast for 2024.

Planning to travel from the Americas to Europe next year? You will need a new visa waiver travel document

The European Union has created a new border security program that will require business and leisure travelers from more than 50 non-European countries to apply for an **ETIAS visa waiver**, effective May 2023.

ETIAS – which stands for **European Travel Information and Authorization System** – has been established to identify possible threats or risks associated with visitors traveling to any of the Schengen Area countries.

All visitors that do not need a visa to enter Europe will be expected to register with ETIAS, says the ETIAS website (<https://www.etiasvisa.com>).

The ETIAS visa waiver has been designed for short-term stays of up to 90 days and applies to both business and tourism travelers.

Stressing that the ETIAS is an electronic travel authorization and not a visa, the website says that it has been developed so that travelers from these countries can continue to travel visa-free, while at the same time improving border management and security across Europe.

The ETIAS for Europe is a system that will pre-screen travelers before they board a plane. All information provided on the ETIAS application will be closely examined and checked against security databases.

ETIAS: how does it work?

ETIAS will be available online for all visa-exempt travelers who wish to visit one or more countries in the Schengen zone. Travelers need to meet the ETIAS requirements in order to complete and receive an ETIAS travel authorization successfully.

To apply online for the ETIAS, applicants need a **valid passport, an email address, and a debit or credit card** to pay for the application fee. The website says that the **fee will be established by the European authorities** plus any administration charges which may apply. CNN reported that it will be a minimal fee of €7 for those aged between 18 and 70.

Applicants must complete basic biographic information including full name, date of birth, and country of residency, as well as

passport details. There will also be a set of security and health questions.

Most applications will be processed within minutes, says the website. All applications are checked across a series of security databases, among them, SIS, VIS, EUROPOL DATA, Interpol, and more.

ETIAS has its unique screening rules and a **watchlist**. Once an application has been revised, the applicant will receive a confirmation message with the travel authorization at the email address provided.

ETIAS will be requested by travel carriers prior to the beginning of the trip.

Not having an ETIAS could have serious consequences, including denial of entry to the Schengen member country as of May 2023, said the website.

Once approved, an ETIAS can be used for three years or until the passport expires, whichever comes first.

Citizens of the United States, Canada, Mexico and most of Latin America qualify for ETIAS.

USTA reports over half of large-company CEOs agree that reducing business travel will lead to long-term losses

More than half of large-company executives agree that reducing business travel may represent short-term savings but will bring long-term negative impacts on revenue.

The survey is part of the **Quarterly Business Travel Tracker**, launched in April in a collaboration between U.S. Travel Association, J.D. Power and Tourism Economics.

Despite agreement that reducing business travel will be harmful to long-term sales, more than two-thirds of executives expect their company will spend less on business travel over the next six months compared to the same period in 2019. Further, half still have policies in place restricting business travel.

U.S. Travel is encouraging these companies to prioritize a return to normal business travel operations and is advocating for federal policies to offset these threats and help accelerate the business travel sector's recovery.

In a recent letter to U.S. Treasury Secretary Janet Yellen, U.S. Travel called for the agency's support on a tax extenders package that includes a temporary restoration of the entertainment business expense deduction and an extension of full expensing for business meals.

The USTA is also asking the federal government to bring its workers back to the office and return to business travel, and play a more active role in drawing more international meetings and events to the U.S.

Please [click here](#) to see the executive summary of the corporate executive and business traveler surveys.

m1nd-set insights: significant reordering among leading nationalities and airports for international air traffic

Research company m1nd-set, in its June travel retail consumer insights newsletter, took a deep look at the "reordering of the ranks in terms of leading nationalities and airports for international traffic."

With many Asian countries still in varying degrees of lock-down, all 20 of the nationalities that have dropped the most in the rankings of international departures are from Asia Pacific.

m1nd-set reports that China dropped from second place in Q1 2019 to 39th place in Q1 2022 in terms of international departure nationalities, but the most significant decline in ranking was seen in Taiwan, which dropped 70 places, from 14th to 84th position.

Hong Kong fell from 18th position to 63rd – 45 places; Japan, which was 10th in 2019, fell 43 places to 53rd position, South Korea fell from 9th to 46th position and Indonesia dropped 38 places from 17th to 55th position.

Many European and Americas rankings improved on the other hand.

The top five ranking countries for international departure nationalities – the U.S., UK, Germany, France and Spain—stayed the same as in 2019, but several new nations entered the top 20 further down the rankings. Ireland, Mexico, Belgium, Turkey, Brazil, Portugal, Denmark and Sweden all moved into the top 20: Ireland rose from 27th position to 13th,

recovering 76% of Q1 2019 traffic, Mexico moved from 33rd to 14th position with an 86% recovery rate.

Belgium rose from 30th to 15th position with a recovery rate of 77%, Turkey from 26th to 16th position with 67% recovery, Brazil rose from 25th to 17th place, with slightly lower recovery on Q1 2019 at 53%, Portugal moved from 35th to 18th position with 71% recovery, Denmark moved into 19th position, up from 28th position in 2019 and Sweden moved into 20th position, from 23rd place with 48% recovery on Q1 2019 traffic.

Starboard's Luxury Division curates integrated retail experience inspired by yachting lifestyle and The Mediterranean for inaugural season of The Ritz-Carlton Yacht Collection

Evrima, the first superyacht in The Ritz-Carlton Yacht Collection portfolio, launches late summer with voyages in the Mediterranean and narrative-driven luxury on-board retail created with Starboard Cruise Services.

"The Ritz-Carlton Yacht Collection collaboration represents a milestone for our Luxury Division," says Lisa Bauer, President and CEO of Starboard Cruise Services. "Guided by newness and destination brands, we have curated an exclusive retail concept representing the relaxed luxury of the yachting lifestyle while capturing the destinations' essence."

Discover The Mediterranean

Designed to embody the signature service and luxury of The Ritz-Carlton Yacht Collection, "The Boutique" presents Starboard Luxury Division's best-in-class international brands across women's and men's ready-to-wear, accessories, footwear, and elevated logo collections.

Numerous luxury first-at-sea brands, such as **Onia**, classic swim and resort wear, and artisanal fragrances from Grasse-based heritage perfumer, **Fragonard**, are among the category leaders.

"Our yacht experience sets a new standard for luxury at sea, redefining travel for guests seeking to discover the world in a relaxed, casually elegant way," says Douglas Prothero, CEO of The Ritz-Carlton Yacht Collection.

"With the unmatched global influence of Starboard's Luxury Division, we look forward to providing guests with an elevated retail experience at sea."

The Ritz-Carlton Yacht Collection's inaugural line includes exclusive branded apparel, home goods and luxury travel essentials. The inaugural line also includes luxury skincare and hero beauty favorites from **111SKIN**, and one-of-a-kind jewelry from the **Evrima Signature Collection** – designed and manufactured by sustainable

64 Facets. Pieces feature the jeweler's signature rose-cut diamonds for women.

Destination offerings spotlight brands with rich stories and vibrant colors, such as Italian brand **La DoubleJ**; fine jewelry from Athens-based designer, **Ileana Makri**; and **K. Jacques Saint Tropez** leather sandals. Items will be refreshed with merchandise sourced from the ports visited throughout the year.

"It was very important to us for our retail partner to have a true connection to the world of luxury goods and a very relevant understanding of the expectations of The Ritz-Carlton customer. The combination of such an incredibly talented leadership team at Starboard and the global reputation of LVMH that is synonymous in luxury, made this collaboration a very natural fit," says Mark Lockwood, Senior Vice President, Cruise Hotel Operations of The Ritz-Carlton Yacht Collection.



From top: Rose cut diamonds from 64 Facets; Fragonard perfume; La DoubleJ plates, Chanel vintage watch, and bags from Rue de Verneuil are featured in The Boutique onboard The Ritz-Carlton's first superyacht Evrima, curated by Starboard.

Champagne Lanson launches Wimbledon Championships gift boxes & airport activations for 45th partnership year

Champagne Lanson is celebrating its 45th year of partnership with the Wimbledon Championships tournament in 2022 with two special edition Wimbledon gift box sets.

The Wimbledon 2022 gift boxes are available in two versions: a pink hue for Lanson Le Rosé and a dark navy for Lanson's signature Le Black Label Brut.

Champagne Lanson is running two Wimbledon themed activations for its 45th year of sponsorship, one at London City Airport in partnership with Lagardère Travel Retail (June/July/August) and one at Dubai Airport in partnership with Dubai Duty Free in June and July.

"We have kicked off this year's Wimbledon sponsorship program

with several activations both in travel retail locations and with our On and Off Trade retail partners," said Edouard de Boissieu, Head of Travel Retail for Champagne Lanson. "We are delighted and really proud to be the historical champagne partner of Wimbledon for 45 years. This is a great opportunity to share our premium serves Le Black Label Brut and Le Rosé. Our exclusive new Wimbledon gift boxes really mark the occasion for tennis fans."

"The Champagne sector continues to be very buoyant at the moment with Lanson over-performing within the category, so we are confident of some encouraging sales during this activation period," said de Boissieu.

As the official Champagne partner for the Wimbledon Championships, Lanson is available exclusively in all the bars and hospitality marquees within the grounds of The All England Lawn Tennis & Croquet Club.

This year also marks the centenary of the iconic Centre Court in its current location and will form the central theme of this year's campaign for The Championships.

Champagne Lanson will showcase historic Centre Court imagery alongside renowned vintages from their cellar archive within their private suite.

VIP guests will be able to enjoy an exclusive worldwide preview of the renowned Le Vintage 2012 which will be available to customers later in the year.



A Champagne Lanson Wimbledon activation with Dubai Duty Free.

Tangle Teezer appoints Harper Dennis Hobbs as exclusive global TR partners



Strategic retail advisory consultancy Harper Dennis Hobbs (HDH) has been appointed by Tangle Teezer to manage their current Travel Retail portfolio and launch in new sectors within the industry.

Founded by leading hair colorist Shaun P in London in 2007, Tangle Teezer began life as an idea in a salon and has grown to become a global business which has sold over 50 million hairbrushes worldwide.

The brushes offer a quick and easy way to detangle knots without tugging and pulling.

Shaun P first conceived of the concept in 2003. Following research, design, development and refinement - as well as an appearance on Dragons' Den - in 2007 The Original detangling hairbrush launched and became an instant sensation.

The portfolio has been expanded beyond an array of detangling hairbrushes to include innovative blow-drying and styling hair tools, made using patented teeth technology.

Commenting on the announcement, Simon Black, Executive Managing Director at Harper Dennis Hobbs, said:

"We are honored to be working alongside Tangle Teezer. They have been very successful launching in Travel Retail over the last few years in inflight, airports and cruise, and we are excited to grow

this brand further in North America, South America, Middle East and Europe within inflight, airports, cruises, downtown duty free and ferries."

Black continued: "We had brilliant conversations with our partners at the IAADFS show in Florida as there is huge potential in this travel retail market. We are also excited to be showcasing the brand on our stand at the upcoming TFWA show in Cannes in October.

"Tangle Teezer could not be more perfect for travel retail with its fantastic product range, price points and eye catching point of sale fixtures. It establishes itself perfectly within the beauty and wellbeing space which we see innovating strongly at the moment, with operators and customers looking for proven concepts that will commercially fill these spaces within travel retail."

Strategic retail property consultancy **Harper Dennis Hobbs** (HDH), part of U.S.-based **Newmark**, launched its wholesale distribution channel/ travel retail division in April 2020, appointing industry veteran Richard McGratty, together with Jessica McGratty Singer and Klaudia Piwecka formerly of McG Consultants, to help brands and products enter the tax and duty free arena.

For more information on Harper Dennis Hobbs, visit hdh.co.uk.

Rituals Cosmetics launches major partnership with Novotel

In another major expansion for Rituals Cosmetics, the brand has partnered with Novotel to launch the Rituals product line in 136 Novotel hotels across France. In addition, the brand will be available in the rest of Europe (Italy, Spain, Portugal, Greece, Andorra, Monaco, Austria, Bosnia, Bulgaria, Czech Republic, Hungary, Lithuania, UK, Belgium, Germany, Poland, Netherlands, Luxemburg, Switzerland, Romania) by the end of the year.

The current agreement covers a total of 159 hotels. There are also plans to expand the partnership to 11 hotels in Canada and the USA later in the year.

Novotel will be introducing "The Ritual of Karma" hotel collection - comprising over 90% ingredients of natural origin. Rituals says that its products will encourage guests to prioritize self-care during their stay. Complimentary VIP gifts - which include links to online yoga classes - allow the self-care journey to follow travelers home.

The standard Novotel rooms will offer soap, shower gel and shampoo dispensers filled with Ritual of Karma products, which are enriched with white tea and holy lotus; executive rooms and suites will include The Ritual of Karma body lotion and conditioner as well.

To further elevate the partnership, the two brands are developing pilots to introduce a Rituals' hotel tower display, which will enable guests to purchase a limited assortment of bestsellers in the reception area. Rituals' fragrance system, L'Atelier du Parfum, which can scent larger areas of up to 250 sq. meters, is also being tested in selected Novotel locations.

Rituals celebrated the partnership with an event at Novotel Paris Vaugirard Montparnasse on June 17 2022, where seven international influencers from key markets were invited to immerse themselves in The Ritual of Karma with yoga

classes, a masterclass on The Ritual of Karma Line and more.

Nadège Keryhuel, Global Vice President Midscale Brands at Accor said: "Rituals embraces the lifestyle of transforming everyday routines into more meaningful moments, while Novotel offers destination hotels that make these everyday moments matter even more. This partnership is a natural alignment between two brands of shared values, built on foundations of a passion for wellbeing as well as dedication to both people and planet.

"The first guest feedback on the new product line is very promising. We are confident that this is only the beginning of a meaningful new movement to prioritize personal wellbeing, and we are proud to be at the forefront of it with a like-minded partner in Rituals."

Melvin Broekaart, Rituals Global Travel Retail Director added: "With more than 550 hotels in 65 countries, Novotel is a trusted and well-known global brand. What excites us most about this great partnership is that it will bring the Rituals experience to even more consumers across the globe - inspiring more kindness, more mindfulness, and a greater appreciation for the little things. This is also why, for a brand partnership within Travel Retail, we have collaborated with influencers for the first time - to ensure maximum reach of our shared wellbeing goals. Novotel's positioning is around 'Time Well Spent', and the Rituals line can now play a key role in supporting guests to make the most of that time, with the positivity of the Ritual of Karma."



Nestlé launches GTR exclusive KitKat Lotus Biscoff Snacking Bag



Nestlé International Travel Retail (NITR) is partnering with Lotus Biscoff for a new travel retail limited-edition product, the KitKat Lotus Biscoff Snacking Bag.

The GTR exclusive KitKat Lotus Biscoff 122.5g Snacking Bag is a new flavor, containing a crunchy, caramelized cinnamon spread made from Lotus Biscoff biscuit sandwiched between classic KitKat wafers covered in creamy milk chocolate. Each pouch contains 7 X 17.5G fingers and is ideal for snacking and sharing.

Further to its debut in UK and Australia domestic markets in April, the KitKat Lotus Biscoff flavor is now available in the limited edition Snacking Bag at Dufry duty free stores around the world.

Nestlé General Manager International Travel Retail, **Stewart Dryburgh** said: "Since the product launched, we've seen huge demand; we knew this collaboration would be a great success in travel retail. Biscoff is one of the most requested and searched-for items on the KitKat website and we've already seen travelers snapping up the new flavor snacking bags."

"There is an undeniable love for both KitKat and Lotus Biscoff and we are thrilled to combine them and introduce this welcome addition to the KitKat GTR range," Dryburgh added.

Global Brand Director Biscoff, **Kathleen Buyst** said: "Lotus Biscoff has been a favorite in Australia for over 10 years. We are very excited to collaborate with KitKat to offer a unique and delicious flavor combination."

Porsche Design celebrates its 50th anniversary with updates of iconic designs

Porsche Design is celebrating its 50th anniversary with a limited-edition 50Y Porsche Design Capsule Collection that is a tribute to the distinctive DNA of the brand.

Using state-of-the-art materials, the design of the collection combines the technology, passion and performance for which Porsche is known, and features two classic Porsche Design styles updated with a more modern twist.

In 1978 Professor Ferdinand Alexander Porsche created the design icon P'8478, the world's first sunglasses with an innovative interchangeable lens mechanism. In 2020, Porsche created the P'8928 as a tribute to P'8478, also with the interchangeable lens mechanism but with a "more edgy" Squared Aviator Look.

For the 50th anniversary,

Porsche Design updates the two iconic styles in a special edition with a matt black frame, platinum-colored highlights made of ultralight titanium and grey polarization lenses with olive-colored interchangeable lenses. Each style is limited to only 1972 pieces, presented in an exclusive box with matching strap.

Lucas Gestin, Director Global Retail & Internat'l Key Accounts Eyewear, at Rodenstock, which produces the Porsche Design sunglasses, comments: "For half a century, Porsche Design has been an icon of style and luxury around the world."

"Today, shoppers in the travel retail market are searching for that perfect blend of luxury and excitement, but also for a brand they know they can trust."



The collection is available now at a RRP of € 590.

Spirits company Blue Caterpillar expands GTR portfolio with Revanche Cognac partnership

Blue Caterpillar, LLC, the boutique spirits distribution company founded by well-known travel retail executives Michael Gebrael and Christoph Henkel in 2021, announces a new partnership with **The Water Group, LLC (TWG)** for the distribution of **Revanche Cognac** in Global Travel Retail.

The highly-awarded Revanche is a hand-crafted, quality blend of select vintages, in a proprietary blend of VS, VSOP and XO, made with the finest grapes from Cognac, France. Revanche – meaning "revenge" in French – was ideated by partners Gigi Olah and Kim Birkedal Hartmann following the successful launch of their first Cognac brand, Conjure.

"Blue Caterpillar is proud to be a part of the Revanche Cognac journey to continue its remarkable growth trajectory in the Global Travel Retail channel. The brand has managed to deliver on every single aspect of the experience, incredible blend to indulge on taste, from a branding perspective, second to none and has a team that is nimble and relentless in driving success," said Michael Gebrael,



BC's Co-Founder & CEO.

"BC & TWG are very passionate for sustainable growth and the contribution we can make to this industry through meaningful innovation."

"Revanche Cognac is thrilled to partner with Blue Caterpillar LLC as our Global Retail Channel Partner as their business and standards are aligned with our distribution strategy to expand the brand's footprint," said Gigi Olah, CEO and Partner at TWG.

Dedicated to unlocking value for its brand partners and retail

customers, BC focuses on its scalable technology solutions, transparency, category management approach, and extensive associate training to enable brands with the opportunity to really tell their stories to the end consumer at the point of sale.

Revanche launched in the US and Europe in late 2019 and has been working to extend its distribution from the East Coast into the western markets and most recently into Global Travel Retail.

For more information, go to <http://www.bluecaterpillarfarm.com/>

EMPLOYMENT OPPORTUNITIES

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Qualifications required:

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Energetic and self-motivated team player

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Proficiency in English and Spanish is required.

Based in Miami area and open to travel frequently.

About Us:

MONARQ Group is a leading independent regional import, distribution & marketing group of premium alcoholic beverages across Latin America, the Caribbean as well as the US duty free channel, including cruise-ships. We handle the import, distribution and marketing of a portfolio of well-known FMCG A-brands of alcoholic beverages.

The company has offices in Miami, Mexico City, Santiago (Chile), St Maarten and a global head office in Amsterdam, The Netherlands. www.monarqgroup.com.

MONARQ is an equal opportunity employer.

To apply for this position, please go to LinkedIn

<https://www.linkedin.com/company/monarq-drinks-distribution-marketing-group>

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- bachelor's degree in business or related field
- Minimum 2 years' experience in a TR sales position
- Ability to travel 50% of the time

Required Skill Sets

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- Working knowledge of International trade practices
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