

U.S. Travel Trends Index: domestic growth again offsets sluggish international market

Travel to and within the United States grew 2.2% year over year in November, according to the U.S. Travel Association's latest Travel Trends Index (TTI).

Domestic travel growth in November was steady at 2.4%, mostly buoyed by the strength of domestic leisure travel's robust 3.4% growth.

International inbound travel continued its decline in November, contracting 0.4%. The Leading Travel Index—the TTI's predictive component—holds that this trend will continue with international inbound travel declining 0.6% over the next six months compared to the same period in the previous year.

The TTI's findings are in line with U.S. Travel's latest forecast, which projects a 1% decline in international visitation to the U.S. when final data is tallied for 2019. While global long-haul travel is projected to grow an average of 4.8% annually through 2023, the pace of U.S. growth is projected to be just half of that figure at 2.4%.

This will further diminish the U.S. share of the total long-haul travel market from its 2015 high of 13.7% to just 10.4% by 2023.

Brand USA Renewed

In light of the forecast decline, the U.S. Travel Association is particularly pleased that Congress renewed the Brand USA marketing agency in the final days of the legislative session.

Brand USA, which was set to expire this year, was renewed through 2027 via a reauthorization measure included in the broader spending package passed by Congress in late December.

"The recent slide in U.S. share of the international travel market would have been significantly worse without Brand USA promoting the United States, and Congress signaled a commitment and need for the United States to grow its global market share by renewing Brand USA late in a busy session," said U.S. Travel Association President and CEO Roger Dow.

State of emergency called in Puerto Rico after 6.4 magnitude earthquake hits the island

At least one person is said to have been killed when a 6.4 magnitude earthquake hit Puerto Rico on Tuesday morning, following a 5.8 magnitude quake that hit the island on Monday, Jan. 6.

The Seismic Research Centre (SRC) at the University of the West Indies' St Augustine Campus in Trinidad and Tobago says the region must be prepared for more aftershocks.

Puerto Rico Gov. Wanda Vazquez signed an executive order declaring a state of emergency throughout the island Tuesday as well as an order that activated the National Guard.

The Electric Power Authority reported an island-wide power outage, saying on Twitter that power plants had activated their protection mechanisms and gone out of service.

Caribbean 360 reported that power outages and damage have been reported, including in the city of Ponce, where a 73-year-old man was killed when a wall that was under construction in his house collapsed. There has been structural damage to roads and bridges, especially in the southwestern part of the island.

In related news, January 12 will mark the 10th year anniversary of the devastating earthquake in Haiti that killed more than 300,000 people.



Mark Mariani joins 3Sixty Duty Free

Mark Mariani has joined 3Sixty Duty Free & More as Vice President Business Development.

Based in Miami, the respected industry veteran will be taking on Corporate Business Development across the globe, reporting to Roberto Graziani, Executive Vice-Chairman.

Mariani comes to 3Sixty – the former DFISS -- with nearly 30 years of experience in the duty free industry. He initially worked on the vendor side at Philip Morris International and most recently was Director of External Affairs at Heinemann Americas.

Roberto Graziani commented "We're delighted to have Mark join 3Sixty. His knowledge of the industry and breadth of experience, particularly in the Americas, complement our strategic commitment to becoming a leading force and a disruptive leader in the travel retail industry."

U.S. airlines no fly zone in Gulf Region

In the aftermath of the killing of General Qasem Soleimani, the head of the Iranian Revolutionary Guards' elite Quds Force, by a U.S. drone strike at Baghdad International Airport on Jan. 3, and the subsequent Iranian response of firing more than a dozen ballistic missiles into Iraq that targeted U.S. and coalition forces, the U.S. Federal Aviation Authority has prohibited U.S. civil operators from airspace over Iraq, Iran, Persian Gulf and the Gulf of Oman.

Some international air carriers are avoiding the airspace as well, including AirFrance, KLM, Lufthansa, Qantas, Air India, Japan Airlines, Singapore Airlines and Malaysia Airlines, according to the BBC.

In the meantime, a Ukrainian passenger plane crashed in Tehran and rumors about an accidental missile hit are being talked about. Although Ukraine officials initially blamed an engine malfunction for the crash, that explanation was removed from the Ukrainian embassy website. Iranian search and rescue teams have found the black boxes from the airliner, which crashed Wednesday soon after takeoff from Tehran's main airport, the country's civil aviation authority said. There were reportedly 63 Canadians onboard the crashed airliner, among other nationalities.

The restrictions in place do not directly have a big influence on air traffic to the Gulf region since no commercial airliner from the United States is flying there.



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Plaza Premium Group prepares to open its first U.S.-based airport lounge in DFW

Plaza Premium Group has released more details about its first independent lounge to open in the U.S., which will be located at DFW Airport's Domestic Lounge Terminal E. The opening is expected for late March-early April.

This Plaza Premium Lounge (PPL) location will be one of two lounges to open at DFW, with another larger PPL location to open in DFW's International Terminal later in 2020.

Plaza Premium Lounge in DFW's Domestic Terminal will accommodate up to 59 guests in a 1400sqf space. This lounge makes available an upscale airport experience for all travelers, not just those in business class or with elite airline status, says the company.

Guests will enjoy freshly prepared hot and cold dishes that rotate daily, accompanied by a wide range of beverages with highlights including local and imported beers, wines featured from California, and Italian Lavazza Coffee.

A Texas sense of place will be delivered through the lounge's interior 3-D artwork representing the state.

Hours of operation will be 4:30am to 8:00pm daily.

Plaza Premium Group will open a third independent lounge at Denver International Airport in 2020 as well. The company has also opened a lounge in Toronto Pearson International Airport.

Plaza Premium Group, based in Hong Kong, just recently entered the U.S. market with the opening of Allways, its airport meet-and-greet service, in DFW Airport in 2019.

These new US Plaza Premium Lounge locations and Allways offering are part of the company's US\$100 million global expansion plan over the next two years.

Plaza Premium Group is today in more than 160 locations in 44 international airports globally, and has expanded to five business lines.

In addition to Plaza Premium Lounge and Plaza Premium First (a "first-class" airport lounge concept launched in 2018), PPG also offers Aerotel, an in-terminal airport hotel; Allways, a seamless meet-and-greet service; and Airport Dining, offering comprehensive dining brands and a selection of top-quality cuisines built by a talented global culinary team.



Renderings of interior and exterior of Plaza Premium's first airport lounges in Dallas Fort Worth International Airport that will open later this spring.

PEOPLE & COMPANY NEWS

Farooq Kalim has been promoted to Vice President, **Unilever International Americas**. Kalim has been with Unilever since 2005, including the last five years as Director of Business Development at which time he oversaw the company's expansion into the travel retail channel.

John Encarnacion has joined **Montblanc Travel Retail Americas** as area sales manager, reporting to **Gregory Duhamel**, Director Americas & Cruise. Encarnacion was previously with TechnoMarine, Cartier, Swatch/Calvin Klein Watches and Montres Distributors.

Earl Myers announces that his company **EM+P** and **Sash & Fritz Vodka** have formed a new partnership with Miami-based **International Cruise Duty Free** to handle the brand for its Caribbean wholesaler and Travel Retail customers.

Sash & Fritz Premium Vodka was awarded a Gold Medal at the 2019 Los Angeles International Spirits Competition, and named Best Vodka in the World at the London International Spirits Challenge, says Myers.

Sash & Fritz Premium Vodka is available in a range of sizes, direct from the distillery in Berlin and from the IC Duty Free Miami warehouse, beginning in April.

L'Oréal names Cheryl Vitali to lead its American Luxe Brands

L'Oréal USA has appointed Cheryl Vitali to the newly created position of Global President of its portfolio of American luxury brands – Urban Decay, It Cosmetics, Clarisonic and Kiehl's. For the past 10 years Vitali has served as Global President of Kiehl's, overseeing the brand's global strategy, product innovation, creative, retail, digital, communications and marketing. She is credited for helping the brand evolve from a small, indie skin care brand in the U.S. to a leading global brand, where it now ranks among the top five brands across key markets including Asia, Europe and North America, according to CEW.

Vitali joined L'Oréal in 2003, overseeing marketing at such high-profile beauty brands, as Lancôme, Maybelline and Garnier.

Leonardo Chavez succeeds Vitali as Global President of Kiehl's. He was formerly Head of Global Marketing for Maybelline New York, and Global General Manager for the Matrix brand in the Professional Products Division. He rejoined Maybelline New York as their Global Brand President in 2015.

Megan Grant, US President, L'Oréal Luxe, continues in her role overseeing L'Oréal Luxe brands from an operational US standpoint, reports CEW.

Starboard launches transformed retail offerings on Royal Caribbean International's newly renovated *Oasis of the Seas*



Starboard Cruise Services and Royal Caribbean International have unveiled new retail offerings onboard the cruise line's iconic *Oasis of the Seas*. The update is part of the ship's major, \$165 million renovation. *Oasis of the Seas*, the first Oasis Class ship, marks its 10th anniversary with a new look from bow to stern.

Eight retail areas, covering more than 7,000 sqf on three decks, were transformed. The shops invite guests to discover a range of exclusive product assortments and collections across the most popular categories, including Fine Watches, Fine Jewelry, a destination shop, Branded Merchandise, Leather, Beauty & Fragrance, Fashion Jewelry, Apparel and a dedicated John Hardy location.

"Thanks to our longstanding relationship of 20 years, we understand Royal Caribbean's retail

business and what their guests want," stated Starboard President and CEO Lisa Bauer. "Our knowledge helped inform the ship's retail transformation to bring greatly expanded offerings from luxury brands, authentic destination-themed products and Royal Caribbean branded apparel for the entire family."

Among the retail highlights is the vintage and pre-owned brand *What Goes Around Comes Around*, featuring curated luxury brands from around the world, including Louis Vuitton, Chanel and Gucci.

The destination-inspired Island Market brings the spirit of the Caribbean to life. The space uses vibrant props and colorful cards to tell the story of the unique brands, such as Debbie Katz' coastal-inspired beachwear; Tagua's colorful modern jewelry line; and Marcela Cofre's glass designs.

In Fine Watches, travelers can select from a number of Swiss timepieces, including Hublot, TAG Heuer, Breitling and Longines, among others.

The first dedicated John Hardy shop in the Royal Caribbean fleet features the jeweler's famed handcrafted collections inspired by Balinese jewelry-making traditions.

Experiential retail is also an important part of the cruise journey, and John Hardy's Sail to Bali is a hands-on workshop where guests learn the authentic eight-step Balinese jewelry-making traditions that John Hardy employs.

Starboard offers guests other immersive and engaging special events and activations. The Rising Tide Watch and Scotch Event are experiences for vacationers with an affinity for fine timepieces and scotch. As the Rising Tide bar ascends to higher decks, travelers

are given tips on how to pair renowned watch brands with the Macallan Quest Collection. During the Rock Your Look Jewelry Concert, guests learn about diamonds and other "rocks" while enjoying musical hits.

Starboard's numerous first-at-sea collaborations includes the first freestanding Tiffany & Co. boutique at sea, which debuted onboard *Oasis of the Seas* in 2015.

The newly amplified *Oasis* made its debut in its homeport of Miami on November 24 with a combination of new Royal Caribbean experiences, including the cruise line's first barbecue restaurant, Portside BBQ; and guest favorites, from the tallest slide at sea—the Ultimate Abyss—to popular live music venue Music Hall, and a reimaged, Caribbean pool deck. The ship sails 7-night Eastern and Western Caribbean cruises from Miami.



Left: Vintage Louis Vuitton bags in the *What Goes Around Comes Around* shop. Above: RCI's discovery-themed branded merchandise. Top right: the *Island Market*. Top left: The first dedicated John Hardy shop in the Royal Caribbean fleet.

HMSHost expands in DFW, FLL and Dubai International

Global restaurateur HMSHost has announced new contracts and dining options at two major US airports, as well as the opening of a 1720 sqm Food Village at Dubai International.

DFW

HMSHost and its partners Java Star Inc. and F. Howell Management Services Ltd. have won a new 10-year contract valued at \$186 million to complete food hall upgrades in the new Terminal F at Dallas Fort Worth International Airport (DFW).

Capturing the spirit of Dallas Fort Worth's culinary culture, the new dining will include restaurants from local favorites Trinity Groves, Eatzi's Market & Bakery, Cake Bar and more.

Retail offerings in partnership with Stellar Partners, Inc. complete the overall shopping and dining experience planned for development. **True to Texas** is a shopping experience offering authentic Texas-made merchandise and **360 West** is a news and travel convenience retail outlet inspired by the acclaimed 360 West Magazine.

Gilbert Aranza, owner-operator of Java Star, Inc., and Frank Howell, owner-operator of F. Howell, Ltd. are HMSHost's longstanding Airport Concessions Disadvantaged Business Enterprise (ACDBE) partners in Dallas. HMSHost and its ACDBE partners currently operate several restaurants throughout DFW Airport including the award-winning Dallas Cowboys Club, Lorena Garcia Tapas y Cocina, Maggiano's Little Italy, Beer Union, California Pizza Kitchen, La Madeleine Bakery, and more.

FLL

Travelers visiting Broward County's Fort Lauderdale-Hollywood International Airport (FLL) this year will be greeted by several new dining choices operated by HMSHost: Rocco's Tacos, Flash Fire Pizza, and Shake Shack.

Flash Fire and Shake Shack are located adjacent to each other in Terminal 2 while Rocco's Tacos & Tequila is located in Terminal 1 on Concourse C. These new openings join several leading restaurants operated by HMSHost at FLL.



Dubai International

HMSHost International has also opened 14 new restaurant and bars at Dubai International (DXB).

Brand new in Concourse C (Terminal 3) is the Food Village, now open and featuring strong international brands such as KFC, American Chinese restaurant Panda and McDonalds. Other options include ready-to-go wraps of Qfta, the Taste of India, Flour & Stone, and Pop-top for gelato and Italian coffee.

In Terminal 3, Concourse A, HMSHost recently opened three new outlets across a total of 603 sq. meters: Comptoir Libanais, the chain's first store outside of Europe; Bottega Prosecco Bar and Craft Beer (see above), and an additional Jones the Grocer Express store.

Gucci Guilty Love Edition targets eccentric lovers



Gucci's celebration of liberty and freedom continues as another chapter of the Gucci Guilty story unfolds. Marking the first anniversary of #ForeverGuilty Gucci Designer Alessandro Michele created two limited edition scents as Valentine's Day gifts for eccentric lovers – Gucci Guilty Love Edition, Pour Homme and Pour Femme.

The new scents are presented in the refreshed bottle designs; opaque pastel green Pour Homme, and a retro muted pink Pour Femme.

The Gucci Guilty Love Edition campaign again stars Lana Del Rey and Jared Leto reunited in a quintessential American setting of the laundromat. Photographer Glen Luchford captures the uninhibited free spirits in homage to their liberation

from society's confines, says the company.

Gucci Guilty Love Edition Pour Femme is a refreshed Oriental Floral Fruity Chypre scent, in tribute to the vintage character of the Narcissus flower. Opening with a transparent green freshness composed of bergamot, grapefruit and a watery accord, the narcissus is elevated by notes of raspberry. Next comes violet and jasmine sambac, layered by a base of musks, patchouli prisma and mineral amber.

Gucci Guilty Love Edition Pour Homme is a modern Aromatic Fougère Spicy Green scent opening with ginger, kumquat, mandarin and pink pepper top notes. The aromatic heart combines lavender, geranium and rosemary with a base of patchouli, benzoin and vetiver.

L'Oréal and Prada sign new beauty license

Luxury brand Prada S.p.A. and beauty giant L'Oréal have signed a long-term beauty license agreement for the Prada brand that will come into effect on January 1, 2021. The agreement was announced on Dec. 12.

Patrizio Bertelli, CEO of Prada S.p.A. commented: "L'Oréal is the leading global beauty company. Its position and experience makes it the ideal partner for Prada to develop its full potential across a variety of new projects, leverage Prada's well-established fragrance identity and reach even more audiences around the world."

Cyril Chapuy, President of L'Oréal Luxe, added: "We are very pleased to have signed this license agreement with Prada. Prada is one of the most respected players in the global luxury industry. A symbol of excellence and avant-garde, the Prada brand's unique and unconventional philosophy appeals to consumers around the world. This license will give L'Oréal Luxe the ideal complement to its portfolio of iconic brands."



Molton Brown releases innovative new collections in Cannes

London's luxury fragrance expert, Molton Brown, demonstrated its strong commitment to the travel retail market with an innovative set of new releases during the TFWA World Exhibition in Cannes, which were very well received by the industry.

The brand debuted five new exclusive travel retail sets – one of them specifically for the inflight market – as well as Molton Brown's new fragrance profiling tool, called Fragrance Finder.

The new exclusive sets, which debut in January 2020 (March 2020 for inflight) garnered industry praise for standout packaging and newness.

In another plus, Molton Brown has tailored the scents within these sets to the preferences of the travel retail shopper: Coastal Cypress & Sea Fennel is Molton Brown's fastest growing fragrance collection and Indian Cress is Molton Brown's #1 hair collection in travel retail.

Despite delivering a luxurious look and feel, the TRX sets emphasize sustainability--with both carton and sleeve being fully recyclable.

Molton Brown's hair collection for travel retail came in for special praise, says the company. Rosie Cook, Molton Brown Associate Director Global Travel Retail stressed the convenience of hair toiletries, which travelers often forget.



Molton Brown featured several fragrance collections in Cannes 2019.

"Overall, these sets contributed in showing our strong commitment to the travel retail sector through their impactful and ecofriendly packaging as well as their tailored assortment," she says.

Molton Brown's Fragrance Finder, which was also introduced in Cannes, has driven strong interest from industry partners as it offers a new, innovative approach to selecting perfumes. Visitors to the Molton Brown suite highlighted the Finder's fun and interactive approach in helping customers find their perfect scent.

Industry partners identified the Fragrance Finder as a great conversation starter, and a tool to drive shopper engagement within a

very limited amount of time. They also like the accuracy of the smart profiler, which provides both personality insight and personality-based scent recommendations.

"This represents a great way for teams to engage shoppers offering a personalized experience pre-purchase on travel retail counters," Cook explains.

"... We are thrilled to say that this year was one of our best [Cannes] ever. The reaction to these new lines and experiences was fantastic and we have had exciting discussions with partners about further developing Molton Brown's standing as one of the premier fragrance houses in travel retail," she concluded.

Oriental Essences: Rituals adds four new fragrances to its EDP range

Rituals has unveiled a new collection of perfumes, called Oriental Essences, which joins the brand's popular Eau de Parfum range. The collection, inspired by ingredients from the East, is available now in Rituals' travel retail locations.

The collection's hero product is L'Essence, a special unisex fragrance. Based on the clean, smooth undertones of white musk and enriched with cashmere wood notes, L'Essence can be worn on its own or layered with another fragrance to create a bespoke scent.

One of the key ingredients is Iso-E Super, which has a subtle smell that is creamy, woody and cedarlike. Due to its mild nature, Iso-E Super's scent comes and

goes and is sometimes difficult for wearers to recognize. It is often used for the effect it has on the perfume wearer's skin to ensure a longer lasting fragrance.

In addition to L'Essence, the new Rituals fragrances include **Rose de Shiraz**, **Fuyu D'Or** and **Eau de Tsuru**.

Rose de Shiraz is a feminine fragrance reminiscent of the aromas of market day in Persia. Damask rose is enriched with the musky notes of ambrette and the zesty tones of rhubarb.

Fuyu D'Or (for her), *Limited Edition*, is inspired by the graceful Japanese crane, or 'tsuru'. Floral ylang ylang rounds off with fresh Japanese Yuzu and rich, long-lasting notes of warming amber.

Eau de Tsuru (for him), *Limited Edition*, is a fragrant tribute to the powerful Japanese crane, or 'tsuru'. The scent features soft notes of subtle florals fused with hints of raspberry flavored orris and fresh bergamot.

All Oriental Essences editions are also available in a 15ml travel size.

Rituals Advent Calendar

For the holidays, Rituals launched a Travel Retail Exclusive Advent Calendar appropriate for gifting or self-consumption.

The Advent Calendar was available in Rituals' standalone travel retail stores, and comprised 24 gifts for personal and home use. Within the calendar were four

Advent Mini Candles, exclusively designed for The Ritual of Advent.

Other gifts include a travel size Poème d'Azar perfume, a Mini Miracle Mascara 3-in-1, a travel size Bleu Byzantin edp and the Ritual of Sakura Body Cream.

Neil Ebbutt, Rituals, Director Travel Retail, comments: "The festive season is a key time of year for travel, gifting and celebration, with families gathering all around the world to spend quality time together and relax for a few days.

"Our Travel Retail Exclusive Advent Calendar, which embodies the excitement of Christmas, is perfect for gifting and really brings to life our philosophy of slowing down and finding happiness in the smallest of things."

EMPLOYMENT OPPORTUNITIES

MARKET COORDINATOR

Essence Corp has an immediate opening for a Market Coordinator. This position provides daily support in the department by ensuring high levels of communication and performance with internal and external customers.

The ideal candidate must be fluent in English & Spanish with an advanced level of Excel skills. Highly proficient in the ability to complete Sales Analysis and Forecasting Reports.

Responsibilities include but are not limited to key administrative tasks, order processing and customer support.

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

Interested candidates may apply directly at <https://www.ziprecruiter.com/job/e4d598b6> or via email to musallan@essence-corp.com.

ACCOUNT EXECUTIVE

Essence Corp. has an immediate opening for an **Account Executive**.

The ideal candidate must have 2 years of retail sales experience preferably within the luxury brand industry.

Willing to travel 50% to 60% of the time.
 Strong communication and presentation skills.
 Team player with the ability to motivate sales.
 Must be organized, detail oriented, and possess strong analytical skills.

This individual will be responsible for counters, beauty advisors, sell-outs and in store events and promotions. Coordinate the organization of travel schedule in conjunction with Area Managers.

Must have a high level of skills using Excel, PowerPoint and other MS Office applications.
 Fluent in English and Spanish both written and oral.

Please apply at

<https://www.ziprecruiter.com/job/fe52dbb3>

or you can send your resume to musallan@essence-corp.com

ACCOUNT MANAGER

This role will oversee a defined territory in the Caribbean with quantitative and qualitative objectives to ensure the success of our brands.

The position reports directly to the Sales Director. The ideal candidate should be fluent in English & Spanish (French is a plus) with an advanced level of Excel skills. Must possess strong organizational skills, self-driven, team player, and the ability to multi-task in a very fast paced environment.

Interested candidates may apply directly at <https://www.ziprecruiter.com/job/ac8b20f1> or via email to musallan@essence-corp.com

Wild Tiger Beverages expands its “roar” with Gindia Original Craft Gin

Wild Tiger Beverages, the Indian spirits company known for Wild Tiger Rum, has expanded its portfolio with the launch of Gindia Original Craft Gin.

Produced in Kerala, India, Gindia is distilled from grain and called an “Indian Style Gin,” made from 100% Indian botanicals. The spirit (43% abv) contains 23 botanicals including Himalayan Juniper, Assam Tea, Green Cardamom, Black Pepper, Clove, and Sweet Orange peel.

“We have been working on this for nearly two years with a scientific approach, and finally we go into full production in the New Year. We have been showcasing it to buyers in the duty free industry, importers and distributors for a few months now, and the response has been encouraGINg. Already, we have confirmed listings with 8 out of the top 20 global duty free operators for Gindia Original,” says Wild Tiger Beverages Founder Gautom Menon.

Menon says he first came up with the idea for the gin in 2008, but waited for the right time to launch the spirit.

“I conceived the idea of a ‘quintessential Indian gin’ in 2008, but first wanted to make our mark with Wild Tiger Rum. Like Rum, Gin evokes a seamless and spectacular story of India. India is the botanical capital of the world; no other gastronomy uses as many spices as Indian cuisine does. What’s more, gin is going through an extraordinary growth period worldwide.”

Menon says with India’s claim as the birth of the gin and tonic, the country needed a craft gin that represented the country and the spirit to the world.

“And, of course, India is the birthplace of the G&T. What was missing was a 100% made in India craft Gin, so now is a great time to introduce Gindia to the world. Our tagline, ‘GINtrinsically Indian Gin’, captures the attributes of this unique gin brand impeccably.”

Gindia comes in a pearly white bottle made using recycled glass featuring a debossed outline in brushed metal. The patented bottle design depicts the key botanicals using eco-friendly inks. ‘Dia – The Gin Goddess’ serves as the mystical mascot of the brand, and has a signature cocktail named after her.

Gindia’s RRP is US\$39.95 for the one liter bottle and initial launches will be supported with GWP and HPP promotions at select airport locations.


**Retail Manager /Account Executive
 for North America - Southeast region**

Shiseido Miami office is looking for a Retail Manager, based in Miami. Ideal candidate will have a minimum of 2-3 years experience in the Travel Retail luxury goods market.

Responsibilities include developing sell-out figures for its cosmetics and perfume brands 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.

Applicants please send resumes to:
gcamplani@sac.shiseido.com