

Dufry reports organic growth of 144.5% in Q1

Dufry's first quarter 2022 performance showed considerable improvement and was driven by significant progress across EMEA and positive contributions from the Americas, especially the U.S. and Central America & Caribbean

Turnover reached CHF 1,118.6 million, an organic growth of 144.5% compared to the previous year. Dufry's Equity Free Cash Flow (EFCF) performed substantially better versus the prior year and a historical first quarter comparison. EFCF progressed and came in at CHF -86.8 million in Q1 2022, compared to CHF -219.3 million in Q1 2021 and CHF -123.0 million in Q1 2019.

Regionally, Central America & Caribbean, as well as the U.S. continued to trend above group average, said Julián Díaz, Dufry Group CEO.

"Whilst most regions globally are experiencing an increasing sales trend, most of the APAC countries are still adhering to a zero-Covid policy. Consequently, most of the operations, which cater to international passengers, continue to be closed," he said.

In other highlights, more than 1,960 shops were open globally by end March 2022, representing around 85% of stores and more than 90% of 2019 sales potential.

In addition, the company reports that 21,915 square meters of new and renewed retail space were signed during the first quarter.

The contracts were in "attractive touristic destinations" like Bali, Dominican Republic, California (US), Mexico and Bulgaria, among others.

Dufry opened 1,158 sq meters of retail space in Q1, in locations including Seville, Spain, Mexico City (Mexico), Rosario (Argentina), Nador (Morocco), Cayenne (French Guyana), Montego Bay (Jamaica), and Athens (Greece).

Refurbishments amounted to 4,178 sqm, including stores in Santiago (Chile), Seville (Spain), Corfu (Greece), Agadir (Morocco), Recife (Brazil), Vancouver (Canada), Rio de Janeiro (Brazil), Detroit, Las Vegas and Fort Lauderdale (US). The current pipeline of opportunities stands at approximately 43,000 sqm as of the end of March 2022.

Regional Performance

Europe, Middle East and Africa: Turnover was CHF 505.9 million in Q1 22 versus CHF 134.5 million in the same period in 2021. Organic growth was 283.7% year-on-year. Nearly all regions contributed positively as of March in line with the easing of travel protocols.

The Americas: Turnover was CHF 545.1 million in Q1 2022 as compared to CHF 241.2 million one year earlier. Organic growth came in at 121.7% vs 2021. The region has seen a rapid rebound since February. South America also started to trend upwards, especially in Argentina, Colombia, and Ecuador.

Asia-Pacific: Turnover was CHF 22.1 million in Q1 22, versus CHF 24.3 million Q1 21. Organic growth reached -7.9% compared to 2021 as travel restrictions remain in place. Australia, Bali, Cambodia have started reopening, but other governments still adhere to a zero-Covid approach or restrictive measures. China and Macau performed the best in the region due to domestic travel.

MIA to install largest rollout of biometric technology in the U.S.

Miami International Airport (MIA) is rolling out biometric boarding for international flights at more than 130 gates.

Installation is expected to be fully completed in 2023. When finished, the project will be the largest implementation of biometric technology at any U.S. airport.

The system will use SITA's Smart Path solution, which leverages NEC's biometric identity platform: passengers step up to a camera at the boarding gate and their picture is used to confirm their identities and their authorization to travel within seconds.

MIA and U.S. Customs and Border Protection (CBP) first tested biometric boarding in 2019 during a pilot program with select airlines, with a significant improvement in boarding times.

"MIA is now the busiest U.S. airport for international travel and continues to set new records each month for passenger growth. Biometric boarding is one of the major steps we are taking to pave the way for additional growth in the years to come," says Ralph Cutié, Miami International Airport director and CEO.

MIA's launch of biometric boarding follows its airport-wide

expansion in 2020 of Simplified Arrival, CBP's enhanced process for international arrivals that uses facial biometrics to automate the manual document checks required for admission into the U.S.



Biometric boarding at MIA

TFWA announces webinar line-up for the 2H 2022

TFWA has announced the schedule for its webinars series for the remainder of 2022. Covering a diverse range of topics and trends of interest to the duty free and travel retail industry, the webinars will be accessible via the TFWA 365 online platform.

June 14 & 15

Beauty in Travel Retail will examine the latest innovations and significant industry trends to watch for in 2022 and beyond. Held in partnership with beauty journal **BW Confidential**, the webinar will explore how beauty retail will play a pivotal role as the duty free and travel retail market continues to rebound. To register, email, tfwa365@tfwa.com.

July 19

The **H2 Travel Outlook** webinar will focus on prospects for the travel industry in the second half of the year, featuring data and forecasts from leading travel analysts.

In the week of **September 12**, TFWA 365 will host a preview to this year's **TFWA World Exhibition & Conference in Cannes**, which will take place from **October 2-6**. This webinar will preview the event, highlighting some of the headline features and latest brand launches and innovations set to be showcased.

October 25 & 26

Wines and Spirits in Travel Retail will dive into the latest trends and market changes in one of our industry's most inventive product categories.

December 13 & 14

Confectionery in Travel Retail. Further details on these events' topics and speakers will be made available closer to the dates. For more information, please go to tfwa365@tfwa.com.

APTRA: The Asia Pacific Travel Retail Association has appointed **Hervé Ducros** to the board as the representative for **Chanel** following **Fabrice Hochet's** relocation to Europe. Ducros is Global Travel Retail Director for Chanel.

ACI: retail concessions suffered steepest financial drop during first year of the pandemic

Airports Council International (ACI) World this week launched its **Airport Economics Report and Key Performance Indicators (KPIs)** for 2020, providing the first in-depth global breakdown of airports' financial activities during the first year of the pandemic.

Although all non-aeronautical sources declined in 2020 compared with 2019, those directly affected by passenger volume suffered the most, such as retail concessions (-65.2%).

Revenues from aeronautical passenger-related charges saw the largest declines (-65%) in tandem with the historic collapse in traffic. Although airports supported air cargo operations amidst the pandemic, revenues from landing charges plummeted -42%.

ACI says that the airport industry remains asset intensive, characterized by predominantly high fixed costs necessary for maintaining and operating the infrastructure, such as runways, taxiways, aprons, parking stands, and terminal buildings.

Even though total airport costs dropped in absolute terms, costs on a per-passenger basis increased 91.8%. This is the result of passenger traffic plummeting compared to a fixed cost base.

With many airports freezing or waving certain aeronautical charges in tandem with rent relief on the commercial side of the business, unit revenues were significantly lower than unit costs during 2020.

Airport charges vital for sustained recovery

Revenues from airport charges remain vital to airports in recovering costs, the investment in infrastructure needed to meet future demand, and for the ultimate benefit of the traveling public and local communities, says ACI.

The organization argues against "disproportionate regulatory regimes" that it says hinder flexibility in setting the right level of charges and can represent an additional impediment to airport development.

"For airports, this means financing unavoidable high fixed costs that come with being infrastructure-intensive businesses—through more efficient charging system," said ACI World Director General Luis Felipe de Oliveira.

ACI advocates that airport charging policies should be focused on market needs and signals and says that the best way forward is through commercial agreements between airports and airlines.

ACI has launched a [new series](#) of guidance material to strengthen airports' non-aeronautical revenue and activities. To download the excellent White Paper on Airport Concession Agreements, [click here](#).

For the White Paper on Business Models between Airport Operators and Concessions, [click here](#). This resource outlines the main types of contractual relationships between airport operators and concessionaires and looks at the advantages and disadvantages for concessions agreements, master concession agreements, joint venture, supply contract and management contract.

INNOVATION AT THE POINT OF SALE

Marshall Retail Group partners with MEEL at Nashville International Airport

The selection of healthy food options in airports continues to grow. Most recently, airport specialty retailer **Marshall Retail Group** partnered with **MEEL**, the Nashville-based meal kit service, to open MEEL's first brick and mortar store in Nashville International Airport (BNA) in Concourse C.

Well-known in Nashville for its sustainable, locally sourced meal kits, MEEL offers fresh, "farm-to-flight" grab and go eats featuring seasonal, organic, biodynamic, and non-GMO ingredients that are nutrient dense and grown and raised in the local Tennessee Community.

MEEL's seasonal offerings include a trifle jar featuring locally grown, fresh organic strawberries from Delvin Farms in addition to wholesome foods and an assortment of nutritious, kid-approved snacks. The innovative concept also serves breakfast and lunch and its Wellness Bar offers specialties such as a turmeric latte, bone broth, or Sri Lankan milk tea in a biodegradable cup.

"As travelers continue to prioritize their health and wellness, MEEL's sustainably sourced, organic offerings allow them to enjoy healthy, satiating items without compromising taste or convenience," said Toby Keir, CEO of Marshall Retail Group.

"I've been traveling through BNA since childhood, so I am thrilled to bring such an amazing selection of local, regional, and sustainable foods to my home airport," commented MEEL Founder Marti Emc.



Carnival Cruise Line welcomes 2 million guests since cruise restart

Carnival Cruise Line reached the milestone of welcoming two million guests back last week.

As the first major U.S. cruise line with its full fleet back in guest service since the industry's restart last summer, Carnival commemorated the milestone at Port Canaveral aboard *Carnival Freedom*.

The company's industry pace-setting restart began on July 3, 2021 when *Carnival Vista* set sail from Galveston and since then 22 additional ships have resumed service, from 13 U.S. homeports. During this time, Carnival reports that guests have taken more than 1.3 million shore excursions in Carnival's destination ports, and two million Carnival-branded items have been sold in the gift shops fleetwide, including 150,000 items from the line's 50th Birthday collection.

Carnival's guests also helped raise \$2.25 million for partner, St. Jude Children's Research Hospital.

SUSTAINABILITY

Molton Brown launches refill pouches for Hand and Body collections in travel retail

British fragrance maker Molton Brown has launched refill pouches for some of its most iconic Hand and Bath & Body collections in travel retail.

The refill pouches have previously been a great success on both the domestic and online markets and the travel retail launch this April coincided with World Earth Day on April 22.

Each 400ml pouch is designed with high quality materials, but uses 63% less plastic than using a standard bottle (*one 300ml bottle and an additional 100ml bottle*).

Molton Brown has been a leader in creating refillable solutions for hotel partners for more than two decades. The desire to reduce waste is a part of the sustainable

mindset which has been at the heart of Molton Brown's business since 1971, says the company.

The brand's founders' believed that sustainability and luxury go hand-in-hand and today the company continues to keep that spirit alive with a series of evolving sustainability goals.

Molton Brown has never tested on animals, and never will; the brand has remained entirely cruelty free from the very start. Every formula is 100% vegetarian and 97% of Molton Brown products are vegan, with the brand becoming a 100% vegan manufacturer by the end of this year.



ELC appoints Karen Housman SVP/General Manager, TR APAC

The Estée Lauder Companies. has appointed **Karen Housman** as Senior Vice President/General Manager, TR APAC, effective July 1, 2022. Housman will report directly to **Javier Simon**, President, Commercial, Travel Retail Worldwide and will be based in Singapore.

In her new role, Housman will be responsible for driving growth and profitability within ELC's Travel Retail business across Asia Pacific. She will oversee a strong portfolio of brands and a seasoned team.

"With over 20 years' experience in the beauty industry in both Travel Retail and local markets, her deep knowledge of luxury skin care and fragrance, store design, sales, and marketing, along with her keen understanding of international business and of our key Asian consumers, Karen is uniquely positioned to lead Travel Retail's APAC region to continued success," said Israel Assa, Global President, Travel Retail Worldwide ELC.

A current member of Travel Retail's Leadership Team, Housman most recently has been SVP/GM, La Mer and Le Labo,

Travel Retail Worldwide based in New York, NY. Since joining The Estée Lauder Companies' Travel Retail division in January 2017, this brand portfolio has undergone "phenomenal acceleration and growth," with La Mer reaching the #4 ranking in the Skin Care category.

Housman also spearheaded the introduction of Le Labo in several key locations in the Middle East, North America, Asia and the UK, translating the brand's unique story into a Travel Retail environment. Capitalizing on the rising consumer demand for luxury artisanal fragrance, Le Labo's curated distribution strategy in Travel Retail has resulted in exponential growth, making it one of the fastest growing brands in ELC's portfolio in Travel Retail, reports the company.

Housman is also a Sustainability Champion within Travel Retail, and as an advocate for women's rights, she sits on Vital Voices Global Partnership's New York City Council.

Prior to joining Travel Retail with The Estée Lauder Companies, Housman was VP of Marketing at AmorePacific U.S. as well as



Karen Housman

spending 16 years with Chanel in various marketing management roles both in the U.S. and Asia.

"Karen is a highly respected professional across the beauty industry with a track record of building innovative teams who continually set the bar for excellence," said Javier Simon, ELC President, Commercial, Travel Retail Worldwide. "In addition, with her strong retailer relationships and deep understanding of consumer behavior, I look forward to seeing how she will steer the Travel Retail Asia Pacific region to capture the next generation of growth."

The brand strives to take an ethical approach with every practice and its Elsenham manufacturing facility has been carbon neutral since 2021.

Since 2016, the facility has been powered by renewable electricity, while 97% of its waste is recycled, with an ambition to reach 100% by 2025. The Bath, Body and Hand iconic bottles are now also manufactured from 50% recycled PET and all collections are free from Parabens and Phthalates.

Beatrice Descorts, Global Vice President, Marketing, Molton Brown, says: "Our refillable program is part of our ever-evolving sustainability journey. As we replenish and reuse, we're gradually reducing our plastic consumption and waste, and ensuring our ongoing care for the world around us."

The new Hand Wash pouches offer three of Molton Brown's most popular collections – Rhubarb & Rose, Orange & Bergamot and Coastal Cypress & Sea Fennel. The Bath & Shower Gel refills feature Re-charge Black Pepper, Coastal Cypress & Sea Fennel and Fiery Pink Pepper collections.

Rosie Cook, Molton Brown Associate Director Global Travel Retail explains: "We know that sustainability is a vital topic, both for shoppers and within travel retail, and we are delighted that traveling shoppers can now keep replenishing their Hand and Body collections in their favourite fragrances. This is just the latest step in our ongoing efforts to drive sustainability forwards, tackle disposable beauty and deliver luxury fragrances with a conscious care for the world."

In related news, Molton Brown is celebrating the 20th anniversary of its iconic **Re-Charge Black Pepper Collection**. The woody-citrus scent has won numerous awards over the past two decades. The collection includes an Eau de Parfum, an Eau de Toilette, and a Body collection with Bath & Shower Gel, Body Lotion, Deodorant Spray and a Bath & Shower Gel Refill pouch.

Molton Brown is represented in the Caribbean travel retail market by Tairo International.

Toblerone Andes reforestation project expands sustainability; project helps lead to category recovery

Since last October, Mondelez World Travel Retail has collaborated with non-profit organization One Tree Planted to help fund the reforestation of the Andes Mountains in South America through Toblerone sales. The company says that the project empowers traveling consumers in making more sustainable choices when they shop.

In particular, Mondelez WTR and Dubai Duty Free (DDF) celebrated Earth Month by bringing the Toblerone and One Tree Planted campaign to Dubai.

The DDF collaboration generously contributed over 5,000 trees to the initiative during the month of April. Supported by the campaign sales, Toblerone enjoyed a high double-digit uplift during the activation period versus the same period in 2019, leading the recovery of the category in the region.

Sales of the iconic 360g bars increased significantly versus 2019 levels as well.

The campaign's main activations engaged travelers across Dubai International Airport's Concourse A and D plus various secondary spaces across all terminals and was supported by dedicated digital advertising on Dubai Duty Free's e-commerce and social media pages.

Colm McLoughlin, Executive Vice Chairman & CEO of Dubai Duty Free, added: "It has been very rewarding to observe the customer response to the Toblerone initiative and the One Tree Planted campaign, which not only welcomes travelers back with a familiar and trusted brand, but supported them in giving back to the environment. We're proud to champion such impactful sustainability initiatives as we enter an era of renewed growth and purpose for travel retail."



Carlos Granados, Head of Global Sales, at Mondelez WTR, said: "Restoring the confectionery category to growth through close collaboration with our retail partners has remained at the top of our agenda at Mondelez World Travel Retail, and key to our strategy has been demonstrating that we are listening to our traveling consumers' needs. Our long-standing partners at Dubai Duty Free have always shared our

commitment to the category, and also recognize the importance of sustainability for travelers.

"This achievement underlines the power of Toblerone as an icon in travel retail and a brand with real purpose, but more importantly, what we can achieve through our dedicated partnerships. We're looking forward to seizing more opportunities to drive growth for the channel - together."

Dewar's launches disruptive Double Agent 16 year old

Bacardi Global Travel Retail has announced the release of Dewar's Double Agent 16 Year Old, a new limited time series with a double cask finish. Launching initially in May 2022 with Lotte Duty Free at Changi Airport, the release will have a global rollout from July 2022.

Dewar's is on a mission to disrupt the blended malts category with progressive innovation to appeal to new whisky appreciators, says the company.

Dewar's Double Agent 16 Year Old brings together a duo of casks, Jerez Sherry and Islay Malt Whisky, to create both sweet and smoky flavor profiles in one.

Selected malt whiskies and grain whiskies are aged separately in oak casks for a minimum of 16 years. Following maturation, the whiskies are blended together and aged once again in oak casks.

The whisky is then separated into two batches. One batch is then finished in sweet Oloroso sherry casks and the other in smoky, peaty Islay casks.

Ignacio Vazquez, Global Head of Marketing, Bacardi Global Travel Retail comments on the significance of the launch. "As a bold and progressive whisky brand, Dewar's is on a mission to disrupt the category, creating intrigue and excitement to build on its renowned quality as the world's most awarded Blended Scotch Whisky. Dewar's Double Agent 16 Year Old is head-turning innovation that will especially appeal to new whisky appreciators and help grow the category."

Dewar's Double Agent 16 Years Old has a 40% ABV, 50cl and a SRP of US\$70.



Champagne Lanson unveils limited edition 'Le Rosé Fruit Market'

Champagne Lanson has unveiled a limited edition gift box for its cuvée Le Rosé for 2022 called *Le Rosé Fruit Market*.

Available to global travel retail 'Le Rosé' is a fresh, fruity, delicate rosé champagne, with notes of red fruits - strawberry, raspberry, blackberry and blueberry – balanced by citrus notes, says Lanson.

The *Le Rosé Fruit Market* gift box is designed to echo the variety of fruits that are tasted in 'Le Rosé' Champagne.

To support the launch in global travel retail, Lanson has two high profile promotions planned for this summer.

From May 31 – June 27, Lanson is partnering with Lagardère Travel Retail Group in Paris Airports Roissy and selected Charles de Gaulle T2 Shops, where they have created Lanson 'Market Stalls' for tastings of Le Rosé.

Brand ambassadors will offer red fruits food pairing to travelers as part of Lanson's goal to position the brand at a premium quality level by building a 'bistronomic' story around it.

From June 1 to July 31, a special Event Bar at Frankfurt Airport's T2 Non Schengen Shop in cooperation with Heinemann will also offer tastings of Le Rosé and a GWP of a bottle stopper with every two bottles purchased.

Edouard de Boissieu, head of travel retail Champagne Lanson, comments: "We're delighted to be able to offer the special edition *Le Rosé Fruit Market* to global travel retail. The gift box offers a really fresh approach for our cuvées and offers extremely attractive shelf appeal, truly representative of the product inside.

"We are also confident that the HPP's planned this year with our



retail partners will act as a perfect showcase for *Le Rosé Fruit Market* and Champagne Lanson.

"We know from first-hand experience how important and effective promotions such as this can be and our very grateful to our retail partners for giving us this opportunity."

Nestlé to launch KITKAT Vegan Travellers Edition before end of year

Nestlé will launch its first plant-based chocolate, KITKAT Vegan, into Global Travel Retail in Q4 with an exclusive Travellers Edition.

The company says that the move is in response to a growing demand for plant-based chocolate as the number of vegans increases year on year, particularly amongst the millennial and genZ consumers.

"It's clear that consumers are increasingly looking for balance in their lifestyles," says Nestlé ITR general manager Stewart Dryburgh. "Nestlé research indicates that nearly 2/3rds of millennials are interested in buying organic products with 4/10 considering that plant-based chocolate is better for them than dairy."

Made from vegan plant-based chocolate, with 100% sustainable cocoa sourced through the [Nestlé Cocoa Plan](#) in conjunction with the Rainforest Alliance, KITKAT Vegan will offer the same crispy and creamy chocolate taste as the original version. KITKAT Vegan

will be available to travel retail in an exclusive box of three.

Dryburgh continues: "I am delighted that once again Nestlé is pioneering in travel retail by launching a vegan version of our #1 chocolate brand, KITKAT. This is another significant step in our journey towards a regenerative, sustainable and carbon-neutral future. I am very proud to be part of a company that takes such a proactive and responsible approach to



ensuring a secure future for our planet and generations to come."

The new product is a natural step for Nestlé towards achieving its goal of halving CO2 emissions by 2030 and reaching net-zero by 2050. The company has also stated that KITKAT aims to transition to 100% renewable energy at all factories by the end of 2025 and, is measuring the carbon footprint of its new KITKAT Vegan product.

Glenfiddich auctions rare whisky to support Ukraine

Glenfiddich, has raised £150,000 to help with the long-term support of the people of Ukraine after auctioning 460 bottles of its Spirit of Speyside 2022 edition (The Cooper's Cask) on Whisky Auctioneer. Proceeds from the auction, which took place May 5-10, will go to the Disasters Emergency Committee's Ukraine Humanitarian Appeal.

Glenfiddich's Malt Master Brian Kinsman created this special Spirit of Speyside Edition 2022 by selecting whisky from three different oak barrels – virgin American oak, ex bourbon oak and refill American oak.

Bottled at cask strength, it has an ABV of 60% and each 70cl bottle was hand numbered 1 – 460 and signed by the Malt Master himself. Bottle number one (#1) was the highest value, £5,601.

Claudia Falcone, Glenfiddich's global brand director, said: "Our teams around the world have been so shocked by the continuing impact of the conflict on the people of Ukraine and neighboring countries that we decided to do what we can to help.

"We are so happy that this year's Spirit of Speyside exclusive bottling has succeeded in raising such a significant sum of money for such an important cause. The Disasters Emergency Committee are doing invaluable work in the region, and we hope that this contribution will assist in providing some relief to the families impacted by the conflict."

To ensure as much as possible was raised from the auction to support those affected, Whisky Auctioneer waived their selling fees and are donating the 10% buyer's commission in addition to the price raised.



EMPLOYMENT OPPORTUNITIES

Otis McAllister

Otis McAllister
has an immediate opening for an
**Assistant Trade Marketing
Manager**
in its Travel Retail division

Mission:

The Assistant Trade Marketing Manager within Otis McAllister's Travel Retail division will be responsible for managing, driving, and reviewing the Sales and Marketing plan for Otis McAllister's Travel Retail division.

They will take ownership of implementing brand activities specific to the customers, retailers and suppliers strategies to successfully position the brands.

Responsibilities will include but not limited to:

Promotional Execution.
Key Customer Management encompassing assortment review, pricing and margin analysis, and in store presence.
Compile Market Management reports for the sales and marketing team.
Prepare customer and vendor meeting presentations.
Assist with tradeshow coordination.
Assist with invoicing and budget tied to trade spend and tradeshows.
This position does entail traveling

Desired Skills and Experience

Excellent customer service and client relations skills.
High Proficiency in Microsoft Office (specifically Power Point & Excel).
Experienced in Adobe Creative Suite (specifically Photoshop and In-Design).
Strong project management skills.
Bachelor's degree in business or marketing
Bi-lingual in English & Spanish preferred.
Work experience in Travel Retail industry preferred
Interested candidates please contact
Regine Merisier,
Trade Marketing Manager
rmerisier@otismcallister.com

**MONARQ Group,**

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, is looking for an **Export Order Coordinator**

to join our team based in our Miami regional headquarters. This is a full-time position. You will be working in an energetic, international, and entrepreneurial environment, liaising closely with multiple internal and external stakeholders, such as regional management, suppliers and our distribution partners across the region as well as your colleagues in Amsterdam, The Netherlands. This is a dynamic position with responsibility for all aspects related to the processing and settlement of orders to USA Duty Free from both our suppliers and our Miami based warehouse.

Key responsibilities:

Order fulfillment: entering, purchasing, processing and invoicing export orders.
Important link between regional managers, suppliers and customers.
Coordination of the logistics process, including transport and documentation.
Maintaining contact (by telephone and email) with both customers and suppliers.
Close cooperation with (international) colleagues.

Qualifications required:

Minimum 2-3 years relevant working experience in order processing and / or supply chain management.
Preferably within beverages, FMCG, warehousing services and/or international trade.
Associates Degree or equivalent in Business, Supply Chain Management, Logistics or a similar discipline.
Effective communication and problem-solving skills.
Strong administrative, organizational, analytical and planning skills.

Team player and multi-tasker.

Wants to work in energetic and goal-getting environment.

Proficient Microsoft Office skills.

Working knowledge or experience with "Exact" or other order processing software, such as SAB, is a plus.

Fluent in English, Spanish and other languages are a plus. - Living in the Miami area.

About Us:

MONARQ handles the import, distribution and marketing of a portfolio of well-known FMCG A-brands of alcoholic beverages in Latin America, the Caribbean as well as US Duty Free, including cruise-ships. 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 or send your resume to
careers@monarqgroup.com



Tairo International
has an immediate opening for

AREA MANAGER
Job Description:

Your responsibilities include, but not limited to:
Working with marketing to plan and executing visual merchandising initiatives; training and working with sales staff; monthly sales reporting and analysis; forecasting; maintaining promotion calendar including store level events; assist field in opening of new doors, etc.

Minimum Qualifications:

- 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

- Project Ownership; relentless attention to detail; speed in execution; passion for the brands; analytics; ability to organize and prioritize workload; excellent verbal and written communication, organizational, multi-tasking, attention to detail, and problem-solving skills.
- Also: Proficiency with Outlook; proficiency in Excel/PowerPoint/Word; Strong presentation skills; Fluent English & Spanish written and spoken; Ability to travel.

Salary:

- Pay commensurate with skill set and relevant experience level.

- Job Type: Full-time

Benefits: Full scope of excellent benefits

Please send resumes to:
Rosane Garcia at
Rosane@tairo.com