

Dufry reports positive start to year despite challenging South American market conditions

Dufry posted a positive start in 2019 with turnover in the first quarter reaching CHF 1.88bn (US\$1.87bn), representing organic growth of 2.0% compared to the first three months of 2018. Gross profit margin further improved and reached 60.3%, said the company.

The positive results were delivered despite the challenging environment still facing business in South America. Excluding the impact of South America, organic growth would amount to 5.6% and like-for-like to 2.0%.

Commenting on the results, Dufry Group CEO Julián Díaz, said: “The good operational performance with an organic growth of 2.0% is a positive development, to which all divisions – except for the South American markets – have contributed. In particular, Asia-Pacific and the Middle East as well as North America have continued with their strong performance, while recovery has started in Europe.”

Díaz noted that a combination of commercial and marketing initiatives launched in several markets as well as strong contributions from new concessions, supported the ongoing improvement in organic growth.

“Worth mentioning are the new operations at the MTR station in Hong Kong, the new airport in Perth as well as the addition of new cruise ships to our portfolio,” he said.

The company refurbished 14,400 sqm of space in Q1 and plans to refurbish an additional 34,700 sqm in 2019. Dufry also opened and expanded 9,100 sqm of gross retail space and has signed contracts for opening a further 18,800 sqm in 2019/20.

The Americas

Central and South America

South America continues to be a challenge for Dufry, with organic growth for the region down -10.8%.

Revenue fell to CHF384m for the division from CHF 408.1m one year earlier, impacted in large part by the devaluation of the Brazilian and Argentinian currencies. On a positive note, Mexico and the Caribbean posted good performance driven by the Cruise business.

North America

Turnover reached CHF 442.4 million compared to CHF 404.4 million in Q1 of 2018, with organic growth reaching 5.3%, supported by the company’s healthy duty-paid business.

Rest of the world

Europe and Africa

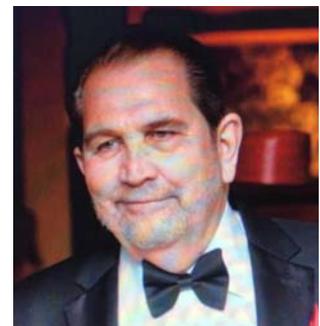
Turnover reached CHF 702.2m in Q1 2019 vs CHF 718.5 m in 2018, with organic growth up +2.4%.

Asia-Pacific and Middle East

Turnover increased to CHF 305.0m in Q1 vs CHF 256.5m in 2018. Double digit organic growth reached 17.3%, mainly from the contribution of new concessions.

Eastern Europe was positive, Asia-Pacific growth was driven by new openings including the MTR high-speed railway station in Hong Kong. China, Bali and Cambodia also posted good growth. In Australia, sales grew double digits supported by the start of operations in Perth.

Looking ahead, Díaz said that, with the exception of Brazil and Argentina, “improving market conditions ... have continued and are encouraging.” Organic growth in the month of April reached 2.4%, he said.



ISRAEL MARMOL

Nov. 10, 1939 – May 17, 2019

With great sadness we report that Israel Marmol passed away in Miami on May 17. A true gentleman and beloved industry pioneer in bringing perfumes to travel retail in the Americas, Israel had been ill for the past few months. *TMI* sends its deepest condolences to Israel’s children, David, Rebeca and Alicia, and the entire family. Those wishing to honor Israel may make a donation to his church: Iglesia Bautista Redención, 5200 SW 122nd Ave., Miami, FL. 33175



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SSP DFA Brazil to open restaurants at Salvador Bahia Airport

A new partnership between SSP and Duty Free Americas (DFA) called SSP DFA Restaurantes Brasil Ltda will be opening seven high-quality restaurants and food and beverage outlets at Salvador Bahia Airport in Brazil.

Under the new joint venture, a number of international and local brands will open at the airport.

The new deal is expected to help the airport achieve its new commercial vision to offer a better retail experience to passengers.

“SSP brings expertise to add more high-quality options to our airport while DFA offers sound knowledge of the Brazilian market,” said Marc Gordien, Commercial Director of Salvador Airport.

SSP is a leading travel food operator and runs operations at over 125 airports in 33 countries, serving around 1.5 million customers per day. DFA has more than 180 units worldwide and operates Salvador Airport's inter-national duty free store. From June, it will also run the Duty Paid store in the new boarding area, a 780 sq. meter walk-through facility.

Chris Rayner, CEO of SSP Latin America, said: “We’re delighted to have reached an agreement to open seven new restaurants in Salvador Airport. We’re looking forward to supporting Salvador Airport with their exciting plans to upgrade the passenger experience.”

DFA President Leon Falic said: “We at DFA are very enthusiastic about SSP DFA Restaurantes Brasil Ltda, our joint venture company, and the new agreement with Vinci Airports at Salvador.

“The new restaurants, together with our DFA Duty Free and DFA Duty Paid Stores, will provide a unique sense of place experience for passengers going through Salvador Airport. We are committed and continue to work towards providing unique and memorable experiences for travelers.”

Among the key brands due to open at Salvador Airport is Italian espresso bar Ritazza, Italian restaurant Barzetti, Mexican-themed concept Mi Casa Burritos, baked goods specialists Millie’s and healthy eating brand Haven. The layout and menu of the outlets will be adapted to suit regional trends and tastes. New local brands will also be announced shortly.

The units will be distributed between the land-side Food Court and the airside area, both in the new commercial spaces in arrivals and in departures.

Chef Tereza Paim

In addition to the seven restaurants, leading Brazilian chef Tereza Paim will shortly be opening her first restaurant in an airport at Salvador. A member of the Vinci Airports network, the Mesa de Tereza restaurant will open later this year, featuring the flavors of Bahia and Brazil. The project is a result of the partnership between Tereza and SSP DFA Restaurantes Brasil Ltda (SSP).

Featuring the best of regional cuisine, Mesa de Tereza has been developed especially for Salvador Bahia Airport. Located in the landside food square and approximately 250sqm in size, it will offer views of the runway and be open for breakfast, lunch and dinner. In addition to serving meals, Tereza will offer hand-made products for sale, including farofas and spices from Bahia.

Bahia Bar and more

In addition to Mesa de Tereza, SSP has created a unique bar for Salvador Airport located airside, overlooking the airfield.

All of the restaurants will be opening shortly in line with the renovation of the airport.



The Food Court at Salvador Bahia International Airport.

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Starboard Cruise Services and Carnival Horizon welcome Invicta Watches' Boutique At-Sea



Cutting the ribbon at the new Invicta Boutique at Sea onboard the Carnival Horizon: Gift Shop Mgr. Christian Ensignia; Staff Captain Domenico Calise; Invicta rep Natalia Alzater and Cruise Director Mike Pack.

Starboard Cruise Services and Invicta Watches celebrated the opening of the watch brand's new boutique at-sea onboard *Carnival Horizon* on May 20. Joined by the captain and ship officers and company executives, Invicta Watches' brand ambassador ushered in the grand opening of the retail store with a ribbon cutting and special promotions throughout the day.

Located on deck 4 centered around the ship's central atrium, the Invicta Watches boutique includes a collection of timepieces for men and women, showcasing the latest trends.

In addition, the shop will offer guests engaging brand activations and special events that are specifically tailored to *Carnival Horizon* and are aligned with Starboard's staff expertise.

"Invicta Watches' exceptional standards come across in *Carnival Horizon's* boutique collections," said Carrie

Julier, Sr Vice President Cruise Retail North America at Starboard Cruise Services. "Together with Starboard's trained experts in Swiss Timepieces, guests can select pieces they will forever remember as part of a memorable vacation experience."

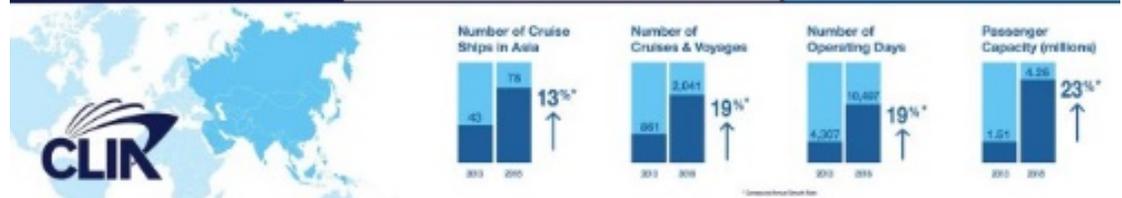
"We are pleased to welcome the Invicta Watches boutique to Carnival Horizon, further enhancing our amazing shopping experience. The brand's reputation for innovation and style tied to our incredible onboard retail sales team will no doubt be a big success with our guests," said William Butler, Vice President of Retail Services at Carnival Cruise Line.

Carnival Horizon represents the largest retail footprint in the fleet, with two-level, mall-style shops located along the ship's atrium, providing guests with a fun, engaging shopping experience.

Asia hits record 4.24 million cruise passengers in 2018

2018 ASIA CRUISE TRENDS STUDY

20.6% GROWTH AS ASIAN CRUISE PASSENGERS EXCEED 4 MILLION



Even as the Americas continue to dominate the cruise industry, Asia's cruise passenger source market hit a new high in 2018 with 4.24 million people taking an ocean

cruise, up 4.6% year-on-year, reports data released this month by Cruise Lines International Association (CLIA).

Asia, the third largest cruise

market after North America and Europe, accounted for a 14.8% share of the total global ocean passenger volume (28.5 million) for 2018.

Continued on next page



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Asia hits record 4.24 million cruise passengers in 2018 *Continued from page 3*

Most of the source markets in Asia saw year-on-year gains in 2018 except Mainland China and Malaysia. In particular, passenger volume from Singapore, India, Indonesia, Philippines, South Korea, Thailand and Vietnam had double-digit growth.

Mainland China retained its dominance as a source market, accounting for 55.8% of all Asian passengers, though the Chinese market has been going through a period of adjustment and saw a marginal 1.6% decline in passengers.

The more measured increase in Asia's passenger volume did not come as a surprise as cruise ship capacity dipped in 2018 after years of rapid expansion in this region.

Asia's slowdown in ship capacity is due to the strong demand for cruise ships worldwide, and reduced short cruise itinerary options ex-mainland China.

"In the next few years, cruising in Asia is expected to continue growing in popularity with the arrival of new ships in 2019/2020 including from Costa Cruises, Genting Cruise Lines, Royal Caribbean International and MSC Cruises," said CLIA Managing Director for Australasia & Asia Joel Katz.

Several Asian destinations are building new infrastructure to support cruise development as consumer interest in cruise among Asian travelers increases.

Source markets

While China continues to dominate the passenger share of Asia, cruise passengers numbers from Taiwan and Singapore have been steadily growing.

"With nine in ten Asian cruise travelers choosing to cruise in Asia, it is clear that cruising will keep growing in popularity as more capacity will be deployed to Asia in the next few years," said Katz.

"Asian cruise passengers are found across the age spectrum, suggesting different consumer segments interested in a cruise holiday and providing numerous

possibilities for industry partners to develop the cruise penetration rate in this region."

Highlights from the CLIA 2018 Asia Cruise Industry Ocean Source Market Report Include:

Asian cruise passengers are found across the age spectrum with an average age of 45.4 years, lower than the global average of 47 years. Only three markets show real divergence: India, a young 37-year average; Indonesia a 39-year average and Japan an older 57 years.

Asian cruise passengers predominantly sail in Asia with more than 50% (2,194K) cruising in Mainland China, Hong Kong and Taiwan. Almost 40% (1,694K) cruise in the rest of Asia.

Outside of Asia, the Mediterranean, Caribbean/South America, Baltics/Northern Europe, and Alaska were popular choices, in that order.

Shorter sailings are the dominant choice of Asians, 89% of whom sail 4-6 nights with an average of 4.9 days.

Pre-registration opens for TFWA Cannes 2019

Pre-registration for the 2019 TFWA World Exhibition & Conference and the TFWA Innovation Lab is now open via TFWA.com. The event will take place at the Palais des Festivals in Cannes from September 29 to October 4, 2019. To register, go to <https://www.tfwa.com/tfwa-world-exhibition-conference/book-your-place-100004721>.

New this year, the industry event will debut the TFWA Innovation Lab, which is a development of TFWA Digital Village. Situated at a new location within the event perimeter close to the Majestic Beach, it will showcase novel ideas and fresh thinking in customer engagement, digital technology, brand activations, instore design and sustainability.

The Innovation Lab will run from Tuesday, Oct. 1 until Friday, Oct. 4 alongside the main exhibition.

Additional changes at the TFWA World Exhibition & Conference include increased

exhibition space at the Beach Village, a new location for the registration area at the Gare Maritime, and a new venue for the Opening Cocktail, The Scene and Le Premium Evening, which will now all be held at Port Canto.

For the first time, the Opening Cocktail will be open to all visitor and exhibitor badge holders, while delegates registered under the full delegate package and attending Le Premium Evening will have full free access to The Scene nightclub on Thursday night.

TFWA President Alain Maingreud said; "At a time of both great challenge and opportunity for duty free and travel retail, this year's TFWA World Exhibition & Conference will aim to showcase industry excellence and provide solutions in a fast-moving world. I'm certain that our new TFWA Innovation Lab and our great line-up of exhibitors and speakers will provide delegates with essential new ideas and inspiration to help drive their businesses forward."

Atom Brands launches Darkness 8 YO Triple Cask

Craft spirits producer and distributor Atom Brands is launching Darkness 8 Year Old Triple Cask Travellers Edition exclusively in global travel retail.

Available to try for the first time at the Asia Pacific show in Singapore last week, the triple sherry cask single malt Scotch whisky is designed to offer a craft alternative for the growing trend for Sherry cask whisky (36% growth year on year) in a category dominated by major players in the spirits industry.

Darkness triple cask is aged in ex-bourbon barrels for a minimum of 8 years, before the liquid is divided between three sherry casks - Spanish oak sherry casks, specially coopered ex-Oloroso casks and ex-PX sherry octaves. The liquid is finished in these barrels for three months before being blended back together to create the intense, amber-hued Darkness.

Claire Keene, Global Travel Retail Manager at Atom Brands says the time is now for craft brands in travel retail.

"At Atom Brands we make and select the finest craft spirits that are the best they can possibly be, and package them in a way that challenges the norm in GTR. The addition of Darkness to our craft portfolio is set to disrupt the scotch category within travel retail, adding a complex and characterful whisky that will appeal to die-hard whisky fans as well as those looking for something new as a gift or for their collections," says Keene.

Between 2013 - 2017 launches of craft spirits increased by 265% and the craft category is forecast to grow from 2% to 20% of global spirits sales by 2025, worth US\$3 billion.



Grey Goose Vodka partners with Maison Labiche for TR exclusive gift tin



Bacardi Global Travel Retail has collaborated with Parisian fashion label Maison Labiche to create a new Grey Goose vodka 2019 Riviera Series travel retail exclusive gift tin.

Available from May 2019 across major airport locations, the limited edition tin was designed to meet the needs for differentiation and gifting.

Maison Labiche has identified 13 cities that influenced its designs and depicted them on the special edition gift tin: Paris, Rio De Janeiro, Singapore, Hong Kong, Sydney, Shanghai, Moscow, London, Istanbul, San Francisco, Berlin, New York and Bangkok.

The names of the cities are interspersed between a unique

wave design in Maison Labiche signature style embroidery font.

Grey Goose also revealed a new global brand platform – Live Victoriously, which is centered around the philosophy that “you deserve better than *good enough*,” said Lee Applbaum, Global Chief Marketing Officer of Grey Goose. “You don’t need a special occasion to enjoy Grey Goose simply because it’s credited as a quality product – living victoriously is recognizing that you are the special occasion.

“This summer, the collaboration between Grey Goose and Maison Labiche and the accompanying designs on our limited-edition bottle seek to remind us that every moment, no matter how ephemeral, is an opportunity to create a life-long memory.”

Julie Witherden, Marketing Director, Bacardi Global Travel Retail explains that the global campaign is adapted to Travel Retail: “The shopper is central to everything we do in Global Travel Retail and we want to help them create fantastic memories of their trip.

“When we heard about the importance of travel to the design team at Maison Labiche we knew this would be a great way for us to tailor the design of the Grey Goose Riviera Series global campaign to travelers.”

Pernod Ricard targets Millennials with Absolut Grapefruit

Pernod Ricard Global Travel Retail (PRGTR) has added Absolut Grapefruit to its Absolut Citrus Flavors range.

Available now in global travel retail for a RRP \$20, the flavored vodka has no sugar added and follows on the success of Absolut Lime.

Pernod Ricard says Absolut Grapefruit was designed for today’s Millennials who the company says are tired of overly sweet artificially-flavored vodkas and are seeking more natural flavors and no-sugar added propositions for their refreshing drinks.

The launch of Absolut Grapefruit is supported by off-shelf activities to capture travelers’ attention and drive in-store footfall. Sampling and tasting activities is available across several airports and a branded ‘Travel Sleep Eye-mask’ will be given out as a complimentary gift or as part of a promotional mechanism in key locations.

A full digital above-the-line campaign, integrating PR & influencers, digital and social and a microsite is available to travelers to/from Australia (Sydney, Melbourne), New Zealand (Auckland), Germany (Frankfurt), South East Asia (Singapore) and North America (Miami and JFK).



Crystal Head brings sense of place to Montreal

Canadian brand Crystal Head Vodka has installed its first permanent personalized wall display at Aer Rianta International North America’s international departures store at Montreal Trudeau International Airport.

The custom-built unit was launched in December 2018, says Pauline Bonhomme, Buyer at ARI Montreal Airport.

“The objective is to enhance and amplify the brand image, introduce newness and broaden the range whilst offering a better variety to our passengers. We are thrilled by the feedback we have received since the launch,” says ARI. “Sales have increased by over 18% since implementation. Partnering with Crystal Head has allowed us to seamlessly execute and deliver this sense of place for our passengers.”

Beam Suntory restructures its International and TR divisions

Beam Suntory Inc. has simplified its International region structure and promoted leaders in key business units and markets. Effective April 1st, the International region was realigned from six business units to three: Asia Pacific and Global Travel Retail; Europe, Middle East and Africa (EMEA); and India. At the same time, its Japan region will now also include its China business unit.

As a result of the restructure, John Rosair, Managing Director – Oceania, has been promoted to Managing Director, Asia Pacific & Global Travel Retail. Rosair has led the company’s Oceania business since 2015, and will relocate to Singapore for the new role.

Andrea Parker, Commercial Director for Global Travel Retail, APAC, will succeed Rosair as Managing Director, Oceania, effective July 1st. Parker has led Beam Suntory’s Global Travel Retail business in the Asia Pacific since 2016.

The company will also consolidate its Western Europe, and Alliance & Emerging Markets business units under the leadership of Yuri Grebenkin.

Nadim Assi will continue to lead South and Central America as VP, CFO International and Managing Director, South and Central America.

Beam Suntory’s third operating region is its North America region, comprised of the United States, Canada and Mexico, under the leadership of President North America Greg Hughes.

EMPLOYMENT OPPORTUNITIES**LA PRAIRIE**

has an opening for a
Regional Travel Retail Coordinator
in Miami

Enter a world of timeless beauty to discover the world's most luxurious skincare – where science meets art. La Prairie has an opportunity for a Regional Travel Retail Coordinator in our Miami office. This individual will be the central point of contact for all Travel Retail Americas administrative and team management tasks. The TR Coordinator will support the regional team (including reporting and events), and be responsible for office coordination.

Responsibilities

- *Support the teams with global guidance on local merchandising adaptation with new launches;
- *Planogram creation for all doors following global guidelines;
- *Provide counter maintenance support;
- *Provide support with any library requests (art work, videos, translations, pack shots, etc.)
- *Assist with organization and execution of VIP Events;
- *Suggest and implement improvements on retailer.com appearance of LP TR Americas with support from Global TR;
- *Provide monthly TR Americas report coordination;
- *Responsible for regional compilation of data to sales team for easy analysis
- *Prepare shipped vs. forecast file;
- *Prepare basic Qlik View Reporting;
- *Assist with Global or Regional Beauty Advisor convention support;
- *Provide office support including: technical support on available tools, replenishing stock, supply coordination and 2 per year inventory control;
- *Provide ongoing Administrative tasks.

Qualifications

- *Minimum 3-5 years of experience, ideally in Travel Retail and Beauty industry;
- *Strong administrative and organizational skills;
- *Excellent PC Skills (MS Office 365 Suite, including Excel, Power Point and familiarity with IPAD);
- *Strong Sense of responsibility and ownership;
- *Task oriented; Attention to detail;
- *Willingness to help and support others;
- *Excellent command of English and Spanish.

To apply please visit the Careers section of our website:

https://www.careers.laprairiegroup.ch/?locale=en_US

NEW**Essence Corp.**

is looking for an

Account Executive and Trainer
to join our team! This position reports to the Area Director and works closely with several internal and external stakeholders.

Responsibilities:

- Sell-in and sell-out of assigned territories.
- Sales, training, POS visits, support and animation participation.
- Update and monitor advertising and promotion expenses (A&P) in accordance to clients purchases and brands guidelines.
- Responsible for counter events, animations and sell-thru results.
- Follow up on shipping and installation of the transparencies for the Point of Sales.
- In charge of proposing and implementing sell-out activities, promotional events and animation as per the Marketing Plan.
- Prepare presentations for training sessions.
- Booking of training location and organization of the training events.
- Educate participants on novelties, discontinued products, upcoming promotions, incentives, merchandising guidelines and sales techniques.
- Ensure portfolio brands spaces are respected at the points of sales and look for potential spaces to improve visibility.
- Implement brand merchandising guidelines as well as incentives and promotion.
- Transparencies & Logos: update brand visuals and logos before expiration as per brand guidelines.
- Monitor store inventory levels at each point of sale.

The ideal candidate is Highly-driven, self-motivated and thrives in a fast-paced environment. Possess excellent communication and presentation skills with a high level of analytical skills using Excel, PowerPoint, and MS Office applications. 50% - 60% travel required.

Fluent in English & Spanish both written and oral is a MUST.

More detail can be found at

<https://www.ziprecruiter.com/job/0b7f96b2>

NEW**Essence Corp.**

is looking for an

Advertising & Promotions Intern.
This position reports to the Senior Advertising and Promotions Manager and works closely with several internal and external stakeholders.

Responsibilities:

Acting as key liaison between brands and vendors for production and installation of launch materials for fragrances and cosmetics. Assisting on simulations, coordination, development and implementation of advertising material in stores, following brand's guidelines. Overseeing installation until completion and preparing internal presentations with promotions for Brands and Management.

Requirements:

This is a 12-month paid internship. The ideal candidate will have the ability to think quickly and problem solve. Eager to learn and be proactive with new tasks. Must be able to handle a fast-paced environment and maintain exceptional work ethic. Must be organized, detail oriented with the ability to shift priorities in workload. Strong knowledge and experience in using Photo shop (renderings), Ai, PP, IMovie, Prezi, Sage, Prism. Must be fluent written and orally in English and Spanish, French is a plus.

More details can be found at

<https://www.ziprecruiter.com/job/56faf954>

EMPLOYMENT OPPORTUNITIES

**Duty Free
Dynamics****DUTY FREE DYNAMICS CORP**

has an opening for a

Brand Manager**Based in Panama City, Panama**

Duty Free Dynamics (DFD) is a 'One Stop' service provider and distributor of global lifestyle brands throughout the Americas travel retail channel. The company's key categories are watches, jewelry, sunglasses, leather goods, travel gear, footwear, apparel, outdoor, cosmetics, personal care, toys and electronics.

Responsibilities

- Manage the relationship with the assigned brands, being the centralized point of contact for all marketing, administrative, sourcing and training purposes.
- Ensure the sales projection, from budget to execution, constantly challenging sales department.
- Act as part of the sales team from prospection to close the sale on the field.
- Prepare brand planning and reports.
- Create and update price lists according to brand agreement and market conditions.
- Coordinate brand trainings to the sales representative and ensure that sales train customer's sales team.
- Participate in marketing events such as seminars and trade shows.

Qualifications

- Bachelor's in Business Administration or relevant field; Master/MBA will be a plus
- Minimum 5 years proven experience as a Sales Representative and/or Brand Manager; Travel Retail experience will be considered a strong plus.
- Advanced/Native English. Knowledge of Spanish and/or French is an advantage.
- Advanced Excel and Outlook skills are Mandatory.
- International working exposure. Experience in the Americas region will be considered a strong plus.
- Customer-oriented and flexible personality that is open to travel up to 30%
- Effectively manage time and prioritize multiple responsibilities.
- Self-motivated and the ability to excel with minimum supervision.

Please send resume to
irasema.vazquez@dutyfreedynamics.com

**Duty Free
Dynamics****DUTY FREE DYNAMICS CORP**

has an opening for a

Sales Representative for Caribbean**Based in Miami**

Duty Free Dynamics (DFD) is a 'One Stop' service provider and distributor of global lifestyle brands throughout the Americas travel retail channel. The company's key categories are watches, jewelry, sunglasses, leather goods, travel gear, footwear, apparel, outdoor, cosmetics, personal care, toys and electronics.

Responsibilities

- Development of business relationships with existing customers' portfolio.
- Increase company's customer base and ensure its strong presence.
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs.
- Achieve agreed upon sales targets and outcomes within schedule.
- Expedite the resolution of customer problems and complaints to maximize satisfaction.
- Travel extensively across assigned territory meet with key accounts and target leads.
- Participate in marketing events such as seminars and trade shows.

Qualifications

- Minimum 5 years proven ability to drive the sales process from plan to close; experience travel retail channel and/or our key categories will be considered a plus
- Advanced/Native English. Knowledge of Spanish and/or French is an advantage.
- Advanced Excel and Outlook skills are mandatory.
- International working exposure. Experience in the Caribbean will be considered a strong plus.
- Effectively manage time and prioritize multiple responsibilities.
- Excellent communication and interpersonal skills, persuasive ability while negotiating.
- Self-motivated and the ability to excel with minimum supervision.
- Expect intensive travel up to 50% of working time during peak seasons.

Please send resume to
irasema.vazquez@dutyfreedynamics.com

**Otis McAllister****OTIS MC ALLISTER**

has an immediate opening for a
Sales & Marketing Associate
based in Ft. Lauderdale, FL

As a key player in Travel Retail distribution throughout the Americas, Otis McAllister specializes in the cultivation and global exposure of world-renowned brands within international travel environments.

We currently represent: Ferrero, Ghirardelli, Haribo, Hawaiian Host, Hershey's, Lindt, Mars, Mondelez, Perfetti van Melle and Ritter Sport.

Mandatory Requirements:

- 3-5 years' experience in marketing or sales role.
- Knowledge of product pricing, packaging, distribution and positioning
- Organization, communication and teamwork skills, experience meeting tight deadlines
- BA in Marketing, Business Administration or related field; Master's/MBA is a plus
- Some business travel involved

Responsibilities will include; but not limited to:

- Meet with management and vendors to determine brand objectives and strategies
- Track and monitor key initiatives within vendor/customer business plans.
- Present and execute creative ideas for marketing activities.
- Help develop and optimize marketing campaigns (product launching and promotion).
- Track budgets with an eye towards maximizing gains and reducing costs.
- Analyze industry, competition and market trends.

Please send resume to
MPanara@otismcallister.com