

BY THE NUMBERS

IATA: March passenger demand growth slows

Global passenger traffic for March 2019 rose 3.1%, compared to the same month a year ago, reported the International Air Transport Association (IATA) this week. This was the slowest pace for any month in nine years, said IATA.

The slowdown began in February, when IATA reported that global passenger traffic rose 5.3%. At that time, this was the slowest rate of growth in more than a year, but was still in line with long-term demand trend, and came after a strong performance in January.

IATA says that the March slowdown in the growth rate was largely due to the timing of the Easter holiday, which fell nearly a month later than in 2018, and the slower growth should not be a long-term trend. On a seasonally-adjusted basis, the underlying growth rate has been relatively steady since October 2018 at a 4.1% annualized pace, says IATA.

Alexandre de Juniac, IATA's Director General and CEO, explains: "While traffic growth slowed considerably in March, we do not see the month as a bellwether for the rest of 2019. Nevertheless, the economic backdrop has become somewhat less favorable, with the IMF having recently revised its GDP outlook downward for a fourth time in the past year."

International Passenger Markets

March international passenger demand rose just 2.5% compared to March 2018, which was down from 4.5% year-over-year growth recorded in February and almost 5 percentage points below its five-year average pace. All regions showed growth except the Middle East.

In the Americas, **Latin American airlines** had the fastest traffic growth at 5.5%, compared to a year ago, up from 4.6% in February. Latin America was the only region to show an increase in the year-on-year growth rate for March compared to February.

In seasonally-adjusted terms traffic continues

to trend upward sharply, despite the economic and political uncertainty in some key countries.

North American airlines posted a 3.0% traffic rise in March compared to the year-ago period, which was down from 4.2% year-on-year growth in February. On a seasonally-adjusted basis, traffic has been trending strongly upwards, however.

In the rest of the world, **European carriers** saw March demand up 4.7% over March 2018, although this was down from 7.5% annual growth in February. The result partly reflects falling business confidence in the Eurozone and ongoing uncertainty about Brexit.

Asia-Pacific airlines' traffic climbed 2.0% in March, compared to the year-ago period, which was down from 4% growth in February. Results were stronger on a seasonally-adjusted basis.

In the Middle East, passenger demand fell 3.0% in March, marking a second consecutive month of declining traffic. This reflects the broader structural changes in the industry which have been taking place in the region.

African airlines' demand increased 2.1% compared to March 2018, down from a 2.5% rise in February. The upward traffic trend has softened

ForwardKeys: Argentina's economic woes entice tourists

International travelers are flocking to Argentina, taking advantage of the poorly performing peso to boost the value of their holiday spending money, reports travel booking analyst company ForwardKeys.

Bookings for March to May are ahead 11.2% compared to last year, says the research firm.

For South America as a whole, bookings are ahead 5.8%. In the preceding year to February, international arrivals in Argentina were up 3.9%, compared to 5.5% for the entire region.

The booking information follows on *TMI's* interview last week with ASUTIL Secretary General Jose Luis Donagary, who reported



since mid-2018 in line with falling business confidence in some of the region's key economies, says IATA.

Go to page 3 for domestic overview.

that Argentina's robust tourism arrivals have not translated into recovery of travel retail sales, as high inflation continues to erode local buying power.

ForwardKeys reports that Europe and Latin America are the fastest-growing markets for travel to Argentina. There is also an increasing number of travelers from China (+21.9%) and Israel (+15.9%), among the top ten countries by growth.

Uruguay heads the list with bookings ahead 34.3% on last year, for travel between March and May. (See additional chart on next page)



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Tea Forte
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International arrivals in Argentina

Mar 2018 to Feb 2019

+3.9% YOY

Mar 2019 to May 2019
(forward bookings)

+11.2% YOY

International arrivals in South America

+5.5% YOY

+5.8% YOY

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Global TR contact: Zack Boiko, zboiko@Actium.us

The State of São Paulo, Brazil, evaluating PPP opportunities for 20 regional airports through IOS Partners

International economic development consulting and financial advisory firm IOS Partners has been awarded a major multi-airport master planning consultancy to evaluate the opportunities for private-public partnerships for regional airports in the State of São Paulo, Brazil.

Under the agreement, IOS Partners will focus on rationalizing State participation in the regional airports, and identify and compare potential PPP opportunities for private sector participation in the development of the airports. IOS Partners previously completed a statewide airport modernization project in the State of Bahia.

IOS' Plan of Airport Exploitation (PAE) will develop a comprehensive strategy for management and investment for 20 airports under the responsibility of the State of São Paulo (DAESP) as they prepare for possible privatization.

The Government of the State of São Paulo is exploring solutions via economic-financial analyses. It is looking for greater private sector participation in the operation and development of airports infrastructure, so as to optimize operations, introduce new technologies, reduce costs and increase revenues through providing new services.

IOS tells *TMI* that the three main objectives of the mandate are: 1) analysis of airports, including traffic forecasts, projections of operating and ancillary revenues, analysis of infrastructure, cost estimates and associated investments; 2) development of management strategies of the airport network, including the assembly of lots for concession, identification of problems and solutions in the legal, contractual, regulatory, financial and technical areas, favoring the feasibility of the projects as Private Concessions, and better cost-benefit relation-

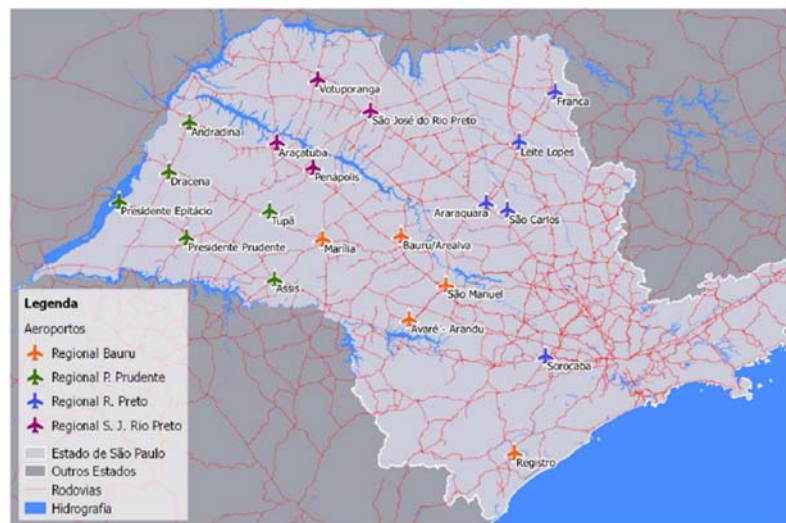
ships (socioeconomic-environmental) to the Government; and 3) supporting the bidding process for possible concessions, including risk assessments of the private operation, the preparation of technical documents, presentations and memoranda, interface advice with potential investors and elaboration/technical adjustments in the associated documents.

IOS Partners was contracted by the Department of Roads (DER) of the State of São Paulo, with full financing by the Inter-American Development Bank (IDB).

Javier Gonzalez, IOS Partners' Director of Aviation Planning said, "We are delighted to launch the Plan of Airport Exploitation in the State of São Paulo and we look forward to working closely with the Department of Roads and the Department of Aviation of the State of São Paulo to drive forward the development and private sector participation in the State's aviation sector. As the richest and most populous Brazilian state and a major industrial complex, the State of São Paulo has a growing need for airport connectivity. We are delighted to be bringing our expertise and decades of experience to this exciting new assignment."

Robert Hans, IOS Partners' President and CEO said, "This is an important win for IOS Partners, as it strengthens our portfolio and footprint in Brazil and the region at large – and will allow us to bring our significant experience in P3s to bear."

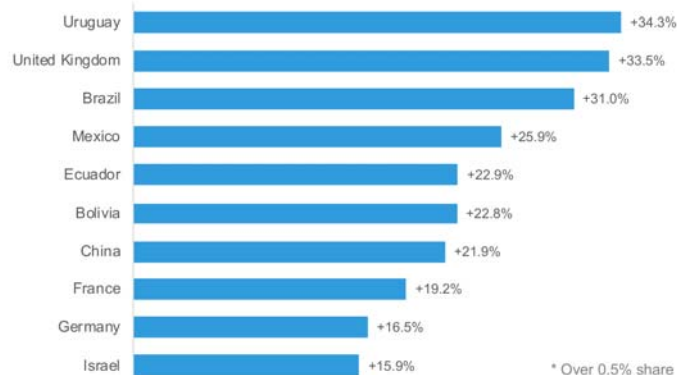
For more information about IOS' aviation work, please visit: <http://iospartners.com/practice-areas/aviation-tourism/>



Fonte: Departamento Aeroportuário do Estado de São Paulo (DAESP).

Argentina's economic woes attract growing numbers of tourists

Markets with the fastest growing bookings for travel to Argentina in March to May 2019*, YoY



* Over 0.5% share

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Travel Markets Insider

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Stellar Partners debuts first airport White House Black Market in BWI



From left: George Nahra, SVP, Strategy, Business Development, & International, Chico's FAS, Inc.; Ricky Smith, Executive Director, BWI Marshall Airport; Padraig Drennan, President & CEO, Stellar Partners, Inc.; Mary Morgan, President & CEO, Morgan Group Ventures, Inc.; Brett Kelly, Senior Vice President, Fraport USA.

Stellar Partners, Inc. brings a new shopping experience to air passengers traveling through Baltimore/Washington International Thurgood Marshall Airport with the opening of the first airport location for White House Black Market, a Chico's FAS, Inc. brand.

Stellar and ACDBE partner Morgan Group Ventures, Inc. opened the well-known women's clothing shop in Concourse A/B.

"Stellar is very excited to launch White House Black Market and its superior shopping experience in the travel retail sector for the first time

with Fraport USA and the Maryland Aviation Administration," said Padraig Drennan, President and CEO of Stellar.

"We are passionate about delivering retail experiences that excite travelers and we believe that this store will do that because the White House Black Market customers are aligned with airport

passenger demographics," he said.

"Our award-winning food and retail program continues to offer excellent service and products for our customers," said Ricky Smith, Executive Director of BWI Marshall Airport. "White House Black Market is a high-quality, premier brand that our passengers will appreciate."

IATA: March passenger demand growth slows

Continued from page 1.

Domestic demand rose 4.1% in March, down from the 6.2% growth recorded in February that was driven largely by developments in China and India, which showed growth of 2.9% and 3.1% in March, respectively. In February, **China** had topped the growth chart for a second month in a row, up a strong 11.4% year-on-year, although this was down from 14.5% growth in January compared to a year ago.

In March, the Russian Federation turned in the highest growth rate of 14.2% followed by the U.S. with a domestic passenger growth rate of 6.3%.

Brazil's domestic traffic increased 5.8% in February, compared to a year ago. This was the fastest pace in more than six months and more than double the 2.6% year-over-year rise for January. Brazil was the only domestic market tracked by IATA to show an increase in the year-on-year growth rate compared to January 2019 that month. Domestic passenger traffic growth fell to 3.2% in March in Brazil.

Duty Free World Council Academy to launch Certificate Course in Duty Free & Travel Retail

The Duty Free World Council is set to launch its first Certification Course. The global duty free and travel retail industry association's DFWC Academy will announce its first program during TFWA's upcoming Asia Pacific Exhibition and Conference. The first course will begin in September 2019 with student enrolment commencing immediately.

The launch of the program is a major milestone in DFWC's efforts to develop standards throughout the industry through training and educational activities.

The DFWC Academy will not only create programs for professionals working in the industry, it will also promote the program outside the industry to encourage new entrants. All courses offered by the DFWCA will be fully accredited by recognized learning institutions. The Academy plans to develop courses to Certificate,

Diploma and Degree standards catering to development needs of people at all levels within the industry.

Frank O'Connell, DFWC President, states: "In response to an acknowledged industry need for Duty Free and Travel Retail specific training and accredited career development, we have created the DFWC Academy and I am very happy to announce the launch of its first program - the Certificate in Duty Free & Travel Retail. I have been greatly encouraged by the positive feedback we have received from the industry while developing this initial course and I have no doubt that the Academy will evolve into a tremendous resource for the industry in the years to come."

The Academy courses will be developed by a team of academic and travel retail experts working with IIR (the Institute of Interna-

tional Retail), an international organization with global retail and training expertise, which will manage the day to day operations of the academy.

The objectives of the first course are increasing staff retention and conversion rate of passenger to travel retail customer, making it relevant to retail sales professionals, employees from brand companies supplying the industry and promotional agencies staff.

The course will equip the participant with the knowledge and skills to advance in his or her career and achieve a level of excellence in travel retail based on the DFWC Academy set of Industry Professional Standards.

Certification will be jointly awarded to graduates by the DFWC Academy and IIR and will be fully accredited by the globally recognized CPD Standards Office (CPDSO).

Representatives from the DFWC Academy will be available in Singapore during the TFWA Asia Pacific show to provide information on its courses and how to enroll.

The DFWC Academy is supported by Dubai Duty Free, Dufry AG and TFWA.

For further information please contact either the Duty Free World Council or the Institute of International Retail:

gerard.murray@dfworldcouncil.com or visit <http://dfworldcouncil.com/academy/>.
director@iiretail.com or visit <http://iiretail.com/>

LAX launches digital marketplace

Los Angeles International Airport (LAX) in partnership with Unibail-Rodamco-Westfield (URW) Airports has unveiled a number of new digital services and the enhancement of the flyLAX.com website. These upgraded experience includes the ability to pre-order food and shop online by viewing products and menus for numerous restaurants and retail stores at LAX.

"LAX is proud to once again be at the forefront of innovation, piloting a new digital marketplace and showcasing a vision of the airport of the future," said Deborah Flint, CEO, LAWA. "By utilizing new technologies, we are creating mobile, anticipatory guest experiences and taking a giant step forward in bringing the front door of LAX to the fingertips of travelers well before they set foot at the airport."

With digital food ordering services, powered by Grab, guests can pre-order food on their mobile device, Facebook messenger app or desktop/laptop computer by accessing FlyLAX.com and following the link to 'Dining, Shopping and More' or going directly to LAXShopDine.com. No additional downloads or mobile app is needed.

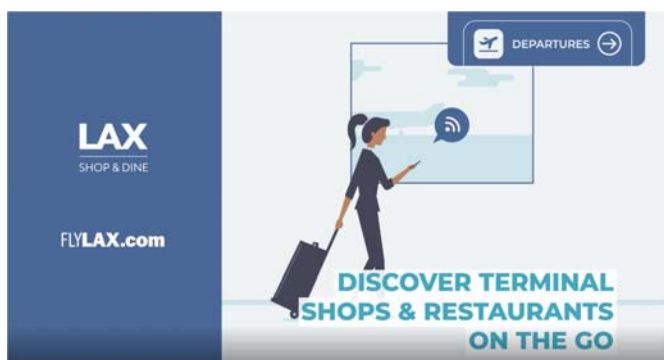
While the initial launch includes seven restaurants, LAX anticipates new restaurants, features and amenities in the future.

The new digital marketplace will allow airport guests to search and browse a growing online catalog of products, product information, digital menus and new offerings. Airport restaurant menus are being fully digitized, and curated retail products will be searchable online at flyLAX.com.

URW Airports – the in-terminal commercial manager of Terminals 1, 2, 3, 6, TBIT and the \$1.6 billion International Concourse that is opening in 2020 – has partnered with Grab, a Houston-based startup, to introduce a mobile-web food ordering program through the new digital marketplace.

Customers will be able to search menus and place food orders in advance at participating terminal restaurants.

"We want to take as much of the stress out of traveling as possible," said Logan Meier, Vice President of Emerging Technology, URW. "That effort starts with us at the airport, working together with key stakeholders and partners, to enable new solutions that simplify the journey."



LAX' new digital marketplace will allow airport guests to search and browse a growing online catalog of products, product information, digital menus and new offerings.

Dufry consolidates partnership with Holland America Line by expanding retail concession to entire fleet of ships

Dufry has signed a contract to expand its concession with Holland America Line to operate duty free shops onboard 6 additional cruise ships for 5 years. With the new agreement, Dufry will now operate duty free shops on the entire HAL fleet, which covers all major tourist routes in the world.

Following the contract signed in 2018, Dufry and Holland America Line's new agreement covers more than 1,500 sqm of additional retail space. Dufry will now be present on all 15 Holland America ships with a total of more than 3,500 sqm of retail space. The contract includes the *Nieuw Statendam*, HAL's most recent ship launched last December.



René Riedi, Divisional Chief Executive Officer Central and South America for Dufry, commented:

"We are very pleased with this additional agreement, which consolidates our successful partnership with Holland America Line. It represents an important milestone in our strategy to grow in the travel retail cruise market, a promising channel in terms of passenger growth and retail opportunities."

"We would like to thank Holland America Line for the partnership and for the trust in us to deliver a world class experience to travelers."

The shops will offer a comprehensive duty free assortment including the traditional product categories of perfumes/cosmetics, spirits, watches, accessories and confectionery.

The retail offer will also include Holland America Line logo merchandise and local and cruise ship-branded souvenirs creating a sense of place for passengers.

Holland America Line offers more than 500 sailings a year visiting all seven continents, including destinations to the Caribbean, Alaska, Europe, Mexico, South America, the Panama Canal, Australia, New Zealand, Asia and Antarctica.

Kelli Coleman, Onboard Revenue Vice President at Holland America Group, added: "We are thrilled to expand our partnership with Dufry Cruise Services by adding 6 vessels, including our new ship *Nieuw Statendam*."

"This achievement reinforces Dufry Cruise Services' position as one of the most dynamic and strongest players in the cruise line channel, which holds potential growth opportunities," said the company in its official announcement.

Cruise Lines International Association forecasts that the cruise industry will grow +6% in 2019, with an estimated 30 million travelers.

Bottega opens new Prosecco Bar at Fiumicino Airport; announces 4 more locations for 2019

Award-winning Italian wine company Bottega has opened its 17th Bottega Prosecco Bar venue, this one located in Rome Fiumicino Airport Terminal 3.

Opened in partnership with Autogrill, the restaurant will bring the atmosphere of a Venetian "bacaro" bar to the international traveler, says the company, which also announced that four more venues will open in Dubai, Abu Dhabi and Malaysia in 2019.

Bottega's Prosecco Bar format debuted onboard the *MS Viking Line Cinderella* cruise ship in 2014. Other airport venues are open in Milan Malpensa Airport; Burgas and Varna airports (Bulgaria); and Birmingham Airport, which won the "Airport Bar of the Year" award at the *Drinks International Travel Retail Awards 2018*. Other concept variations (lounges, beach bars, terraces and wine bars) are located from Seoul, the Seychelles, Gibraltar, Oman, Tanzania and Abu Dhabi.

Gebr. Heinemann expands cruise presence with retail concession for on *AIDAluna*

Gebr. Heinemann is expanding its cruise ship portfolio, winning a retail concession on an AIDA Cruises ship for the first time. The company now operates three shops totaling around 400 square meters of retail space onboard the *AIDAluna*.

AIDA Cruises is one of the ten brands owned by Carnival Corp, and based in Hamburg, caters to the German-speaking market.

The contract for *AIDAluna*, which will initially run for 3.5 years, began on April 16, when the ship set off on a northern European cruise after two weeks in dry-dock.

Gebr. Heinemann has been a partner of AIDA Cruises for many years as a distributor and, among other ships, also supplied *AIDAluna*. Until now, the retail business had been operated in-house by the shipping company.

Gebr. Heinemann is operating three shops on *AIDAluna*. One of the new AIDA Shopping World shops will carry an extensive selection of perfume & cosmetics, accessories and jewelry. A second shop offers a comprehensive range of fashion, bags and shoes. The third shop carries liquor, tobacco, confectionery, toys and AIDA logo goods.

All the furnishings in the completely renovated shops feature a

beach house motif with a natural ambience in the foreground, mirrored by the use of numerous elements in wood and plant designs, says the company.

"We are delighted by AIDA Cruises' trust in us and that we were selected by this important tendering process. Thanks to our many years of experience in travel retail in international airports and on cruise ships, we have significant know-how about travelers and their purchasing behavior," says Ricarda Frentzel-Beyme, Director Cruise Liner at Gebr. Heinemann.

"This expertise helps us to continually improve and adapt the shopping experience for the cruise passengers. This will contribute towards leading our retail business with AIDA Cruises towards greater growth," he added.

"On *AIDAluna*, we specifically aligned our wide range of products to the various needs of the passengers, with plenty of variety, so that we can offer every guest on board an interesting brand portfolio during their dream holiday. The core range is therefore also extended with seasonal offers or by fashion brands such as the current Benefit and Kerbholz," he said.

The shops on other AIDA ships will continue to be operated by the shipping company.



The fashion shop on Deck 9 onboard the *AIDAluna* from AIDA Shopping World by Heinemann.

Starboard unveils luxury retail boutique on third Dream Cruises ship, *Explorer Dream*



Starboard Cruise Services has expanded its presence in the Asian cruise market with the retail concession onboard the Genting-owned *Explorer Dream*, the third ship in the premium Dream Cruises line.

The 2,000-guest *Explorer Dream* underwent a \$56 million renovation and launched in April in Shanghai, China. The renovations added new amenities and facilities, including a new retail space.

The Dream Boutiques features 4,180 square feet redesigned to focus on fashion and style with international brands across a variety of categories, including Fine Jewelry, Swiss Timepieces, Leather, Accessories, and Beauty. The popular Asian brands onboard include SK-II, Shiseido, The History of Whoo, Sulwhasoo, Dr.Ci: Labo and Missha.

"The retail experience onboard *Explorer Dream* was specifically designed to appeal to its guests – Asian at heart and international in spirit – with a collection of brands that represent the best from around the world," said Derek Wong, Vice President and General Manager Cruise Retail Asia at Starboard

Cruise Services.

Starboard, which has been operating in Asia since 2006, began partnering with Dream Cruises with the cruise line's first ship, *Genting Dream* in 2016 and added *World Dream* in 2017. Starboard launched the world's first Dior boutique at-sea and the first Tiffany & Co. boutique at-sea in Asia on the Dream ships.

Dream Cruises President Thatcher Brown said "Guests want to relax, and part of relaxing has to do with the retail experience which takes them out of their daily lives and puts them in a place that's exciting and aspirational. We view retail as part of the guest experience and an opportunity to entertain them."

The *Explorer Dream* is launching service in North China, sailing from Shanghai and Tianjin during the Spring and Summer with a selection of voyages to Japan, followed by routes in Australia and New Zealand in the winter.

The ship's Godmother is Chinese designer, Grace Chen. Part of the inaugural festivities included a fashion show by Chen.

MSC Cruises to build multi-ship terminal At PortMiami

MSC Cruises received approval to build a highly-innovative cruise terminal at PortMiami in April. The new facility will be capable of hosting two mega cruise ships at the same time, handling up to 28,000 passenger movements per day, and will support the cruise line's expanding presence in North America and in the Caribbean in particular.

MSC Cruises currently operates four vessels out of PortMiami. With the new cruise facilities, MSC Cruises will bring a total 1 million guests through PortMiami each year. The company also has 13 new ships on order to join the fleet in the next eight years.

Work on the new terminals is due to commence in early 2020, for completion in late 2022. At that time the Company will transfer all its PortMiami operations to the new Terminal.

GTAA plans major new development at Toronto Pearson with The Design Studio



Toronto Pearson's iconic natural light "Eye" installation overlooks the retail/dining zone.

The Greater Toronto Airport Authority (GTAA) recently appointed London-based The Design Solution to carry out the commercial planning across terminals 1 and 2 as well as the environmental design of the commercial areas of Terminal 3 at Toronto Pearson International Airport.

The project marks the sixth collaboration between The Design Solution and GTAA, extending back to 2011.

The airport has embarked on one of the largest development projects in its history with GTAA's holistic program of commercial development reaching across multiple areas of the airport. The Design Solution is also currently working on the commercial planning throughout the new Pier G as well as the landside area of Terminal 1.

The Design Studio will be working closely with the commercial consultants, Pragma Consulting, on the project.

The Design Studio has previously supported GTAA with extensive commercial planning in terminals 1 & 3 as well as the creation of the main walkthrough duty free store in Pier C, says

Robbie Gill, Managing Director of The Design Solution.

As specialists in airport commercial planning and retail design, the company also worked with Dufry (under The Nuance Group branding) to design the walkthrough store as well as the duty free and speciality retail area at the end of Pier F (Terminal 1), including a complete packaging solution and store environment for the innovative Tastefully Canadian brand.

Traffic at Toronto Pearson reached a new record high of almost 50 million last year and GTAA's comprehensive commitment to the passenger experience has been recognised by the recent award of 'Best Large Airport in North America' in the 2018 ACI Airport Service Quality awards, winning the category for the second year running.



Luxe retail area at Toronto Pearson International airport.

Friends-International named WiTR charity for 2019

Women in Travel Retail's (WiTR) chosen global charity for 2019 is Friends International, nominated by Colleen Morgan of The Moodie Davitt Report.

Voted for by WiTR members, Friends-International is a social enterprise saving lives and building the futures of marginalized children and youth, their families and their communities via projects in South East Asia and across the world.

Based in Phnom Penh and Siem Reap, Cambodia, Friends-International has projects in Cambodia, Laos, Thailand, Indonesia and Switzerland (serving Europe). WiTR will be raising funds to give beauty salon training for 24 young women, aged 16 – 24, in Siem Reap. This training will also allow them to provide for their children and siblings, improving the lives of 100 women and children in total.

The charity goal is to raise €15,000 to help these young women via the Friends-International Kaliyan Mith ("Good Friends" in Khmer) project in Siem Reap. The Friends' beauty salon training business in Siem Reap provides a safe space to empower young women to learn market-friendly skills in a customer oriented, real-work environment, says the official announcement.


Seven charities were nominated by WiTR members for 2019— three in Cambodia, two in India, one in Bangladesh and one in the USA. Various fund-raising initiatives will be run by WiTR members throughout the year, culminating in the annual meeting and raffle at TFWA World Exhibition in October.

As a result of the raffle event held in Orlando in March, the Americas region of WiTR was able to donate more than 1000 euros (£950) to the global charity initiative.

WiTR is the membership organization for women in the travel retail industry. For more information on how to be a part, please visit the website at <https://www.womenintr.com/>

Annual membership is only £25.





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NEW

LA PRAIRIE

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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.

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

NEW

Invicta Watch Group

has an opening for a
Merchandiser/ planner
 based in Miami.

The position calls for:
 Visit cruise ships to Merchandise and Train staff.
 Assist team in all marketing, sales and merchandising activities
 Sales analysis and planning is 50% of the position.
 Candidate must be very proficient in excel.
 Applicant must be able to travel and sail 30 to 40% of the time.

This is an entry level position with opportunity for growth and to gain knowledge of both Industries

Please send resume to:
kathyelevine@gmail.com



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

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
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