Find great staff

A SPA BUSINESS PUBLICATION

spa opportunities

12 APRIL - 25 APRIL 2013 ISSUE 161

Daily news & jobs: www.spaopportunities.com

GOCO to develop US\$350m destination spa in Qatar

The concept for a destination spa to showcase Islamic healing traditions from more than 20 countries has been created for Qatar. Zahal Wellness is expected to be one of the first destination spas in The Middle East and has the support of the Qatar Foundation – a non-profit organisation established by the King and Queen of Qatar to drive education, science and community development in the sovereign Arab state.

A total of US\$350m (\in 273m, \pounds 232m) is to be invested the resort, which will include 70

treatment rooms and 10,000sq m (107,639sq ft) of spa and wellness amenities, 40 private residences and a 125-bed family hotel. Research for the healing traditions focused on food and nutrition, beauty, massage, aroma, water,



Islamic-inspired spa treatments will be tailored to health issues affecting the region

movement, purification, balance and energy.

Its target market will include domestic visitors and visitors from regional countries such as Saudi Arabia, Bahrain, Jordan, Egypt and the United Arab Emirates. GOCO Hospitality has been employed to develop the master plan and concept, conduct market research and feasibility studies, develop the brand and concept and deliver design and technical services.

Additional partners in the project include George Wong Design, Kerry Hill, Singapore and Msheireb Properties, Doha and Oxford, Stanford and Harvard Universities.

Spa treatments at Zalal will combine traditions from Islamic cultures with today's spa disciplines to provide a specialised wellness experience.

Guests will be introduced to the practices of healthy living as they partake in signature Zalal programmes specifically designed for the health issues facing the region. *Details: http://lei.sr?a=j9x0j*

W Hotels debuts on China's mainland

W Hotels Worldwide has opened its first mainland hotel W Guangzhou – on the city's ancient Pearl River.

The property features China's first AWAY Spa – open 24 hours a day for W guests and locals – with Eastern and Western-inspired treatments.

Designed by architect Rocco Lim, the 317 room hotel has a black glass exterior and the centrepiece of its entrance is a 19m tall water wall by WETDesign – designed to evoke the light of impressionist paintings.

Additional facilities include a fitness centre, indoor pool, business centre, nightlife venues and three restaurants. *Details: http://lei.sr?a=X3l7b*

Growth predicted for US spa industry

Industry intelligence group Research and Markets predicts moderate growth for the next two years in the US spa industry as the economy picks up and drives discretionary consumer spending.

The research company this month announced the addition of spa services to its market research and data offering. Its 2013 report on the US\$13bn (\in 10.1bn, £8.6bn) US spa industry is broken down into an industry overview, a quarterly update, challenges, trends, opportunities, call preparation questions, financial information, spa industry forecast and web links.

The company says the profitability of individual companies depends on efficient resource use and effective marketing. While large companies



US spa sector predicted to grow over next two-years

have an advantage due to economies of scale, smaller companies can offer unique services and cater to a local market.

The report describes the fitness and recreational sports centres industry – which also includes spa services – as fragmented with the top 50 companies accounting for about a third of all sales. *Read more: http://lei.sr?a=e109f*

GET SPA OPPS	Magazine sign up at spaopportunities.com/subs	PDF for iPad, Kindle & smart phone spaopportunities.com/pdf	Online on digital turning pages spaopportunities.com/digital	Twitter 🎔 follow us: @spaopps @spaoppsjobs
	Job board live job updates spaopportunities.com	Ezine sign up for weekly updates spaopportunities.com/ezine	Instant sign up for instant alerts at spaopportunities.com/instant	RSS sign up for job & news feeds spaopportunities.com/rss

CONTACT US

The Leisure Media Company Portmill House, Portmill Lane, Hitchin, Herts SG5 1DJ, UK Tel: +44 (0)1462 431385 Fax: +44 (0)1462 433909 e-mail: please use contacts' fullname@leisuremedia.com

Subscriptions

Denise Gildea +44(0)1462 471930 subs@leisuremedia.com

Editor

Liz Terry +44(0)1462 431385

Managing Editor

Tom Walker +44(0)1462 471934

Journalists

Aoife Dowling +44(0)1462 471938 Jessica Tasman-Jones +44(0)1462 471922

Products Editor

Kate Corney +44(0)1462 471933

Design

Ed Gallagher +44(0)1905 20198

Internet

Dean Fox +44(0)1462 471900 Emma Harris +44(0)1462 471921 Tim Nash +44(0)1462 471917

Associate Publisher

Sarah Gibbs +44(0)1462 471908

Recruitment, training and tenders

Paul Thorman +44(0)1462 471904 Simon Hinksman +44(0)1462 471905 Annie Lovell +44(0)1462 471901

Property advertising sales

Simon Hinksman +44(0)1462 471905

Financial Administrator Denise Gildea +44(0)1462 471930

Circulation Manager

Michael Emmerson +44(0)1462 471932

Subscribe to Spa Opportunities: Online: www.leisuresubs.com Email: subs@leisuremedia.com Tel: +44 (0)1462 471913 Annual subscription rates are UK £31. Europe £41, Rest of world £62, students UK £16.

Spa Opportunities is published fortnightly by The Leisure Media Company Limited, Portmill House, Portmill Lane, Hitchin, Herts SG5 1DJ, UK and is distributed in the USA by SPP, 75 Aberdeen Road, Emigsville, PA 17318-0437. Periodicals postage paid @ Manchester, PA POSTMASTER Send US address changes to Spa Opportunities, c/o PO Box 437,Emigsville, PA 17318-0437. The views expressed in print are those of the author and do not necessarily represent those of the publisher The Leisure Media Company Limited. All rights reserved. No part of this publication may be reproduced, stored in a retrieval system or transmitted in any form or by means, electronic, mechanical, photocopying, recorded or otherwise without the prior permission of the copyright holder. Printed by GC Print Solutions plc. ©Cybertrek Ltd 2013 ISSN 0952/8210

'Slow spa' initiatives for Karma

Karma Resorts Group has launched a range of slow-moving wellness experiences that includes a combination of 100 per cent organic local wellness cuisine, trained healers, fitness experts and personalised treatments.

Leading the way is Karma Resorts in Bali with its 'inspired wellness' initiatives, which feature the new 'Wonderlust' menu, pilates and yoga therapy, an all organic wellness energy cuisine menu and a new Juiceologist workshop.

The group has two resorts

in Bali; Karma Jimbaran and Karma Kandara. All guests checking into Karma Spas in Bali are treated to the new 'Karma Wow', a therapeutic neck and shoulder massage. This signature prequel to all Karma Spa's facials and massages is a slow and rhythmic massage, focusing on the head and shoulder area.

The new treatments, including massage, facials and signature rituals are designed to slowly ease guests into a deeply restful

The new wellness initiatives focus on slow-moving spa experiences

state where authentic healing can happen.

The 'Wonderlust' menu offers half-day experiences, which include the 'Muscle Melt' program, comprised of a personal training work out, detox infrared sauna completed with a Karma Wellbeing massage.

Alternatively the 'Sleep Well Tonight' experience starts with a morning yoga session followed by a Jade Stone Therapy and Soul Reflexology. Details: http://lei.sr?a=8f8D9

Mandarin reveals details of China resort

Mandarin Oriental Group has unveiled the details of its spa and wellness facilities that will be on offer at its new Shanghai resort in China, which will launch in Q2 2013.

Located on the banks of Huangpu River, Mandarin Oriental Pudong will be housed within Harbour City, a new 62-acre waterfront destination developed by Shanghai Rui Ming real estate.

The resort, which occupies 111,000sq m (1,195,000 sq ft)

will feature 318 rooms and 44 suites along with 210 executive apartments, designed by architect Bernardo Fort-Brescia of Arquitectonica.

A 788 sq m (8,482 sq ft) presidential suites will also be on offer featuring a sky garden terrace and views of the Shanghai skyline.

The 2,415 sq m (26,000sq ft) spa will feature 13 private spa and beauty suites including two couples suites and two VIP suites

The couples' suites are complete with a thermal steam shower, vanity area and twin treatment beds, while the VIP suites will offer



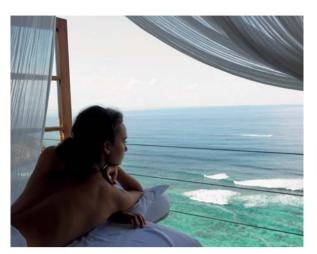
The 318-room resort is situated on the banks of the Huangpu River

a steam shower, twin treatment beds and large vitality baths. It will also house a consultation space offering Visia complexion analysis.

Water and heat facilities include a crystal steamroom, tepidarium chairs, aroma showers and saunas and an ice fountain.

A range of signature therapies and advanced beauty and holistic wellness treatments will be on offer. Massage and beauty treatments will focus on anti-aging, body firming and skincare. A Beauty by Mandarin Oriental salon will also feature. Details: http://lei.sr?a=D4h7v







Tsogo plans R220m investment

African Hotel Group Tsogo Sun is planning to inject R220m (€17m, £14m, US\$22) to redevelop two of its hotels on the Durban beachfront in KwaZulu-Natal, South Africa into one major hotel complex – the Southern Sun Elangeni & Maharani.

The Southern Sun Elangeni and Southern Sun North Beach hotels will be refurbished, consolidated and relaunched during a three phase project.

The first phase of the project, which will be completed in May 2013, will consist of 734 bedrooms, two gyms and three swimming pools, with one heated pool. It will also feature 17 meeting and conference rooms; two fully-equipped business centres; and eleven restaurants and bars offering a variety of a la carte and buffet meal options.

Phase two is expected to be completed in the Q3 of 2013, and will see the addition of The Camelot Spa. The spa will feature five treatment rooms, a double treatment room with a hydrotherapy bath and a Himalayan salt room.



The project will create one mega resort along the Durban beachfront

Additional public areas will be included in the final phase of the project, along with the refurbishment of the Elangeni rooms.

Marcel von Aulock, Tsogo Sun's CEO said that the group has great confidence in Durban and is confident with the latest investment.

"We have great confidence in Durban and this is a significant investment in its future.

"It is our belief that we have a responsibility to support the city to ensure that it achieves its full potential as the premier leisure city in South Africa – one that offers a rich activities," said von Aulock. *Details: http://lei.sr?a=k3f8f*

Natural skincare products in demand in China

Natural skincare is on the rise in China, with 90 per cent of urban female consumers buying products that incorporate natural ingredients, according to new research.

Information and analysis company Mintel carried out the study, which found that the figure of consumers buying natural products rises to 92 per cent for 30-39 year olds and 94 per cent of those on the highest income.

Consumer attitudes in China also reflect a market

demand for natural products. More than 80 per cent of urban female consumers in China say that they "always check the ingredients of skincare products before buying them" with 90 per cent claiming that they are "getting more concerned about the safety of products".

Skincare products with botanical or herbal ingredients have dominated the Chinese market in terms of new product development since 2008, according to Mintel's Global New Products Database. The demand is up from



Products with botanical ingredients have dominated the spa market

52 per cent in 2008 to 73 per cent in 2011.

The research also reveals sun care as a strong category for capitalising on the demand from Chinese consumers for natural products in beauty, with over a third (36 per cent) disagreeing that natural and organic sunscreens are not as effective as chemical ones.

The strongest demand from consumers in suncare is moisturisation with 27 per cent looking for this aspect, followed by anti-ageing (41 per cent). *Details: http://lei.sr?a=G7s7z*



The resort will house 25 of its suites underwater

Private Island resort set to open 40ft underwater in Fiji

A luxury resort is to open 40ft under water off the shore of a private island in Fiji. Located in a lagoon, Poseidon Undersea Resort will feature 25 suites under water and 58 island villas above water.

The project is the brainchild of L. Bruce Jones, CEO of US Submarines.

The underwater resort will house a restaurant, bar, gym and an underwater wedding chapel. Above the water there will be a spa, tennis courts and a nine-hole golf course as well as a range of restaurants and bars.

The resort will be accessible via an elevator from the shore of the island. Guests will have access to four personal submarines provided by the resort as well a 16-passenger submarine for trip to nearby reefs.

A thick acrylic window will envelop 70 per cent of the guestrooms, promising unparalleled views of the abundant sea life. The official opening date has yet to be confirmed. *Details: http://lei.sr?a=q6K8e*

Loews partners with Julien Farel for new salon and spa

Loews Hotels & Resorts has announced it has partnered with hair stylist Julien Farel to incorporate a flagship salon and spa at its New York property, which is currently undergoing major renovations.

Set to launch when the hotel reopens in autumn 2013, the Julien Farel Salon will be designed by Meyer Davis and include elements such as floor to ceiling windows and a dedicated entrance on 61st Street.

The 10,000sq ft space will feature furnishing by the Maletti Group.

Loews chairman Jonathan Tisch said: "The salon and spa will add an unparalleled level of curated sophistication to the property while enhancing the offerings we will provide our mutual clientele."

Farel said: "It will be a complete wellness experience rooted in hair, nails, makeup and fitness." *Details: http://lei.sr?a=a3G6Q*



A report has been presented to the health secretary

Formal qualification for applying derma fillers

A report, presented to the UK health secretary, has recommended that a qualification be established for beauty professionals and doctors who provide dermal fillers used to target wrinkles and rejuvenate the skin.

Led by the medical director of the UK's National Health Service (NHS), Sir Bruce Keogh, the report follows an independent review into the cosmetic surgery industry, launched in January last year.

Complications involved with injectible substances include bruising, swelling and necrosis – the death of skin tissue due to the blockage of blood vessels.

A survey completed by the British Association of Aesthetic Plastic Surgeons found 69 per cent of surgeons had treated patients suffering complications from temporary fillers. A further 49 per cent had treated patients suffering problems with fillers, and of these 84 per cent required corrective surgery or were deemed untreat-able. *Details: http://lei.sr?a=q8s7z*

Le Méridien to invest US\$200m in MEA hotels

Starwood Hotels & Resorts brand Le Méridien has announced it will invest US\$200m (€155m, £132m) to renovate 13 hotels and resorts in the Middle East and Africa over the next three years.

Hotels included in the renovation are Le Méridien Ile Maurice in Mauritius and Le Méridien Pyramids Hotel & Spa in Egypt which will house the group's Explore Spa.

Other hotels included in the renovations are located in the UAE, Saudi Arabia, Gabon, Dubai and Abu Dhabi.

Global brand leader for Le Méridien Brian Povinelli said: "Since acquiring Le Méridien, Starwood and its hotel ownership groups have made a tremendous effort to enhance and create a consistent portfolio around the world." *Details: http://lei.sr?a=M₅S₇q*

4

Regent set to unveil spa resort in Bali

A new luxury all-suite property – Regent Bali – is set to open on a four-acre estate on Bali's eastern coastline in the Sanur area this June.

Regent Bali will feature 95 suites ranging from 90 sq m (769sq ft) deluxe suites to 181sq m (1,948 sq ft) premier spa suites, which house separate spa treatment rooms.

The Regent Bali has created a gourmet spa experience that offers Balinese and therapeu-

tic massages as well as a range of spa therapies and beauty treatments.

Spanning 8,719 sq ft (810 sq m), the Regent Bali Spa will feature five single treatment rooms plus two double rooms for couples.

Treatment will include body scrubs, skin nourishing conditioners with flower bath, aromatic bath rituals, facials, full-body aromatherapy and Balinese massages.



Premier rooms will feature private treatment rooms and spa baths

The spa will also offer three non surgical facelifts by Intraceuticals using therapeuticgrade oxygen as well as a number of luxury facials inspired by the Decleor range of aromatherapy serums and balms.

A beauty salon offering an extensive menu of manicures, pedicures and haircare service will also be housed at the spa as well as a fitness centre. *Details: http://lei.sr?a=i4w6w*

WATG continues expansion strategy in EMEA

Design consultancy WATG has opened an office in Istanbul, as it prepares for development in Turkey and the Commonwealth of Independent States (CIS).

Lisya Sullam, who has been with the firm since 2007, has been appointed director of the new office. She has been involved in high-profile projects in the country including Olivion Golf Resort and Missoni Hotel in Antalya Belek and Bodrum Viceroy.



Lisya Sullam will be director of the company's new Turkish-based office

Raised in Istanbul, Sullam's focus is to build a design team and to support WATG clients in the region. She said that Turkish developers are starting to look furthur afield into the CIS.

"It is a tremendous opportunity for WATG to join them in developing new projects in pioneering locations beyond Turkey."

Solaire Manila resort launched at Entertainment city

Bloomberry Resorts has opened Solaire Manila Resorts and Casino, its new resort and gaming complex in Entertainment City.

The Philippine resort has been master planned and conceptually designed by architect and designer Paul Steelman of Steelman Partners, based in Las Vegas, Nevada. Meanwhile, the firm has appointed Ayman Ezzeddine director of business development in the MEA, based at its Dubai office.

In the US, Andrea Wagner has been appointed corporate marketing manager at its headquarters in Irvine to support the company's expansion. *Details*: http://lei.sr?a=e3Yog

The first phase was launched this month and includes 500 rooms, suites and villas.

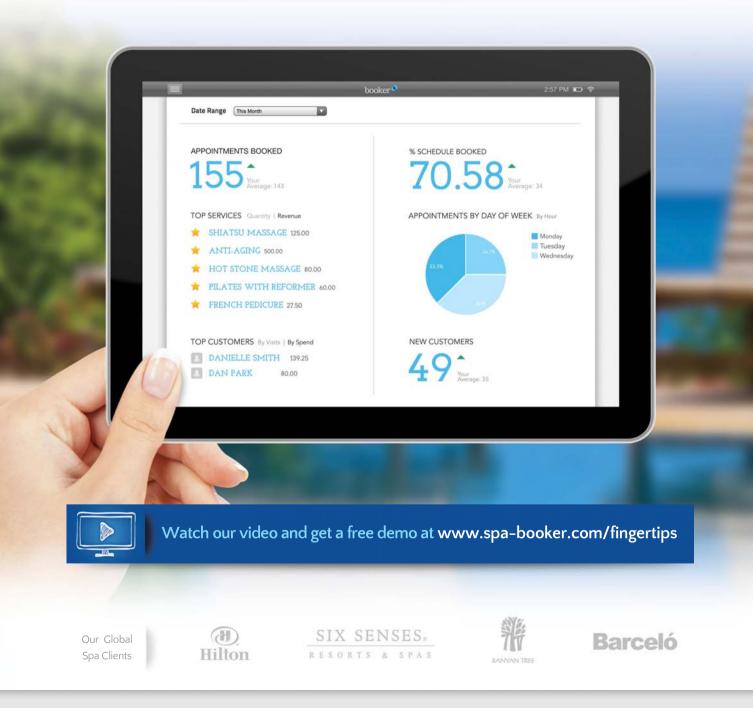
Each suite has a spacious lounge area and spa tub, while the villas feature private pools, a spa pool and in suite spa-facilities. A spa is also set to open as well as a fully-equipped fitness centre. *Details: http://lei.sr?a=w2Goc*

🈏 Twitter: @spaopps



The Pulse of Your Spa at Your Fingertips

Join SpaBooker, the leading provider of spa software, powering over 3,000 spas worldwide with online booking, appointment scheduling, centralized reporting, and so much more.



South Carolina resort unveiled following US\$30m revamp

Sonesta Resort in South Carolina has reopened following a US\$30m (£19.7m, €23m) renovation, which included an allnew full-service Arum Spa.

Located on Hilton Head Island and 45-minutes from Savannah, the resort's Arum Spa features three private treatment rooms, a post-treatment relaxation room and a manicure/pedicure room. An emphasis will be placed on providing a Lowcountry spa experience highlighting local products and scents.

In addition, the resort now offers guests a shaded lap pool, spa pool, heated lagoon swimming pool and a 24-hour fitness centre. The project was carried out by design firm Sims Patrick Studio and designONE studio. *Details: http://lei.sr?a=x1L9I*



The new line has active botanicals and vitamins

Red Door Spa launches new Professional skincare range

Elizabeth Arden Red Door Spa has launched Red Door Spa Professional, a new spa-based skincare and body care line with active botanicals, antioxidants and vitamins for its spa menu as well as at home treatments.

The new line was developed with Elizabeth Arden's research and development team, wellness experts and Red Door Spa professional technicians.

Red Door Spa Professional features 43 products, which claim to nourish and strengthen the skin's integrity leading to a more resilient and radiant complexion.

The skincare collection is divided into three specialised categories: Targeted Intensive Skincare Solutions; Customized Daily Essentials; and Body Renewal.

The Customized Daily Essentials is a collection of daily cleansers, toners, moisturisers, masks and sun protection. While Body Renewal features 10 products that are used in Red Door Spa signature spa treatments. *Details: http://lei.sr?a=B2S0H*

Details of spa services at Regis resort

Starwood has unveiled the spa and wellness facilities at its first St Regis resort in Africa.

Located in the UNESCO World Heritage site of Le Morne, St. Regis Mauritius Resort houses the region's first Iridium Spa featuring 12 treatment rooms including two couples' rooms, all with views of the Indian ocean.

Facilities at the 21,500 sq ft (2,000sq m) spa include a relaxation lounge, spa pools, a sauna, a spa consultation room and steamrooms, as



The 172-room resort is set in UNESCO World Heritage site of Le Morne

well as a dedicated men's grooming salon and a 24-hour fitness club.

Set in a colonial style building, the spa uses beauty and skincare brands Valmont and Bella Luccè. The Valmont rituals focus on anti-aging and offer different levels of each treatment from 30-minute express to 130-minute sessions.

The organic Belle Luccè rituals include signature treatments such as the two-hour Hot Guava and Coconut Milk Body Ritual. This treatment is full of potent antioxidants and vitamins to protect the skin from damage caused by environmental toxins and removes dead cells to promote new cell growth. It includes a body polish, mask and massage.

Designed by South African firm Stauch Vorster Architects with interiors by Trevor Julius of design firm dsgn, The St. Regis Mauritius Resort is modelled on a Victorian sugar-baron's house set in a historical estate.

The resort has 172 guestrooms including a range of suites. *Details:http://lei.sr?a=g2C5r*

Pro Natal Wellness centre to launch in Mexico

Pro Natal Wellness centre, designed to promote a healthy and happy pregnancy, will launch in Santa Fe in Mexico City this September.

The wellness centre is set be the first medically supervised maternity wellness centre to open in Mexico and will offer guests the assistance of acupressure specialists, homeopathy experts, nutritionists, and wellness coaches.

The 900 sq ft (84sq m) facility is an extension of the Medical Maternity Centre and will be in the penthouse of the Bite Medical Hospital.

The treatment menu has been designed specifically for each phase, before, during and after pregnancy, aiming to sooth and alleviate swollen feet, sore sensitive lower backs, as well as other general aches, which may come along with pregnancy.

Gynecologist Dr. Jesus Lujan, who directs Medical Maternity Centre, and his wife Alexandra Volin have participated in the creation of the maternity wellness treatment menu in coordination with the consulting firm Mestre & Mestre Spa.



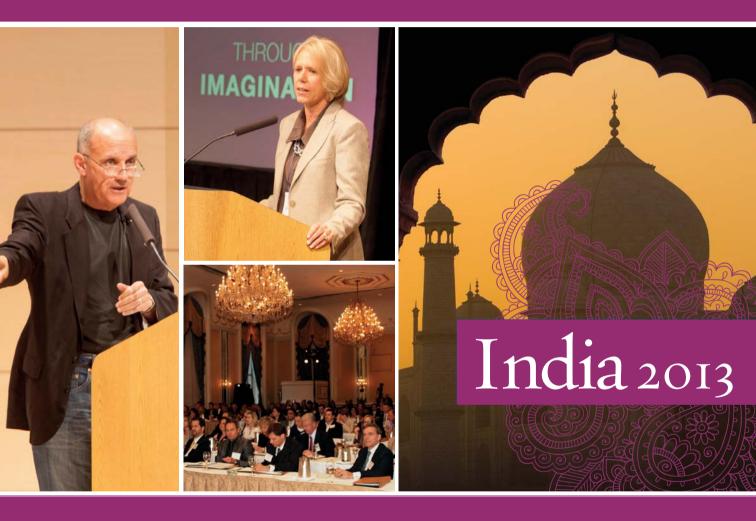
The treatments are specifically tailored for each phase of pregnancy

The treatments are divided by trimester. During the first trimester the body is going through many changes and adjustments and Lujan does not recommend massage, however after twelve weeks pregnancy massage is deemed safe. Lujan said pregnancy massage at this stage could increase blood and lymph circulation preparing the body for labour.

Other treatments include facials to bring out the natural glow and prevent skin discoloration. *Details: http://lei.sr?a=o128k*

) Twitter: @spaopps

Global Spa & Wellness Summit JOINING TOGETHER. SHAPING THE FUTURE.



October 5-7, 2013 - New Delhi, India "A Defining Moment"

Learn more at www.globalspaandwellnesssummit.org

DIARY DATES

14-16 Apr 2013 International Esthetics, Cosmetics and Spa Conference New York

Javits Convention Center New York City, US IECSC New York attendees are buyers with purchasing power. As an exhibitor you'll have the opportunity to meet and do business with more than 11,000 spa owners/ managers, estheticians, cosmetologists, massage therapists, makeup artists, medical estheticians and doctors looking to expand their professional services. Tel: +1 212-895-8234 www.iecsc.com

21-22 Apr 2013 Scottish Beauty 2013

The Royal Highland Centre Edinburgh, Scotland

Scottish Beauty 2013 is the only professional beauty event of its kind taking place in Scotland and so is the highlight of the Scottish beauty calendar. The exhibition will showcase around 200 suppliers, brands and training providers, exhibiting the latest products, equipment and training courses. Tel: +44 (0)1332 227690

www.beautyserve.com/ScottishBeauty

24-27 Apr 2013 SPATEC Europe

Ritz-Carlton's Abama Golf and Spa Resort Tenerife, Spain

SPATEC Europe will bring together around 65 of Europe's most important spa, wellness and beauty operators (buyers) of leading medium-to-large hotel, resort, destination, medical and day spas. Tel: +356 213 70207 www.spateceu.com

28-30 May 2013 Beautyworld Middle East

Dubai International Convention and Exhibition Centre

Dubai, United Arab Emirates The largest international trade fair for beauty products, hair, fragrances and wellbeing in the Middle East. On the world stage, few trade events can match the impact and influence of Beautyworld Middle East on the beauty industry, where thousands of forward-thinking business visitors come together to look for products and services that global exhibitors have to offer. Tel: +971 4 389 4500 www.beautyworldme.com



Natural & Organic Products Europe incorporates the Natural Beauty & Spa event and two other shows

02-03 Jun 2013 The Organic and Natural Beauty Show

Excel Centre, London, United Kingdom The Organic & Natural Beauty Show is the first event in Europe purely dedicated to natural and organic beauty products from around the world. The show covers cosmetics, raw materials, ingredients and packaging, anti-ageing, slimming products, nutritional supplements and vitamins. It offers a unique networking platform for exchanging ideas, launching new products and meeting retailers, distributors and health and beauty professionals. Tel: +44 20 7482 1000 www.naturalbeautyshow.com

20 Jun 2013 Forum HOTel and Spa

Four Seasons Hotel George V Paris, France

Following five years of being hosted at the prestigious Ritz Hotel in Paris, the Forum HOTel & Spa will move its location over to the George V Four Seasons Hotel in 2013. The event organizer, Vladi Kovanic, has selected an ambitious theme: EXCELLENCE. To satisfy a demanding clientele and partners, the number of conferences and workshops has been increased while a new "think tank platform" will also be introduced this year. The traditional "Black Diamond Award" will be given to the most innovative personality among european spa managers. Tel: +33 (0)1 42 40 90 77

www.forumhotspa.com

23-28 Jun 2013 Spa Cultures Dream Time Hotel an der Therme Bad Orb, Germany

Have you always wondered what your Dreams may be saying to you, or about you? Some believe Dreams are windows into the Soul. Many ancient cultures like the Greeks and Romans combined dreaming with their stay at a spa. This atmosphere of relaxation, rest and sleep integrated with "taking the waters" seemed to enhance and nurture dreaming, and the ability to look deeply into one's inner self. SpaWaters, Dreams & Cultures, a week-long program held at Bad Orb, Germany, explores these principles in a modern-day spa setting. Tel: +1 210 912 9907 www.spacultures.com

15-18 Jul 2013

Cosmobeaute Malaysia

Events at the trade fair includes sharing and discussion of latest beauty trends, demonstration of latest products, interactive seminars by professionals and showcase of newly develop beauty products. Cosmobeaute is the only proven beauty trade fair as the perfect meeting place for beauty industry players and professionals to expand their network. Tel: +603 8023 0820

www.cosmobeauteasia.com



Science, Experience, Senses.



Why Europe's No.1 luxury skin care brand should be your No.1 spa partner?

The pioneer of professional beauty treatments, Clarins has, for more than 50 years, been famed for its plant-rich formulas and exclusive manual techniques. The ClarinsPRO range, specifically developed by Clarins laboratories to complement the expertise of our highly trained Beauty Therapists, is the guarantee of immediate, visible results. Discover the new Tri-Active Treatments for face and body, powered by next-generation ClarinsPRO formulas. They're quite simply an unforgettable experience.

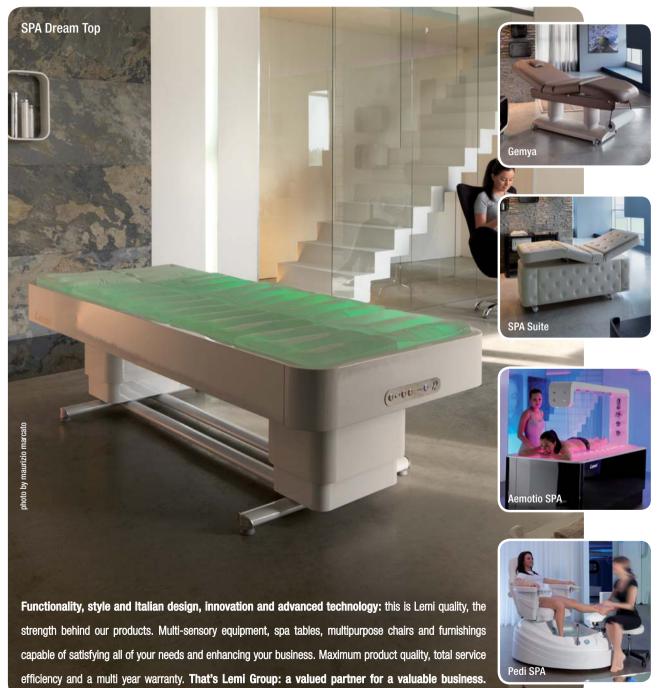
Contact: spa-activities@clarins.net Find all our partner hotels on www.clarins.com







100% Made in Italy, 100% Made in Lemi!





Centara reveals latest Bangkok resort

Centara Hotels & Resorts has unveiled its latest property – Centara Watergate Pavillion Hotel Bangkok – located in the city's Pratunam fashion and garment district.

The hotel is the fourth to be opened in Bangkok by the group and features 281 guestrooms and suites.

Scheduled to open in June 2013, the Cense by Spa Cenvaree will offer a range of soothing and relaxing treatments along with 'quick service' programmes tailored for an express rejuvenation.

The spa will house five private treatment rooms and a VIP room with steam bath facilities. The treatment menu includes traditional Thai therapies, Jurlique organic facials, and a range of body care therapies featuring scrubs and wraps inspired by 'A Skin food Concept', a line of all natural exfoliants using plant essence, fruit extracts, ground nuts and nut oils that are rich in anti-oxidants.

For a longer spa experience, guests will be able to choose spa programmes ranging from 2-3.5 hours focusing on detox, de-stress or beauty regimes. As a post treatment experience,



The Bangkok resort will feature the group's signature Cense spa

guests will be invited to refresh at the relaxation lounge and enjoy healthy light snacks.

Dining options include: all-day restaurant Café 9; Chili Hip, on the 20th floor; and rooftop alfresco restaurant WALK.

Wim NM Fagel, the hotel's general manager, said that the core markets for the hotel are South Africa, the Middle East, India, Southeast Asia, Europe and Australia.

"We are ideally placed for shoppers and business people in the fashion sector, and also for visitors to the entire Rajaprasong shopping district." *Details: http://lei.sr?a=G1h3S*

Discovery Centre at Four Seasons safari resort

Four Seasons Safari Lodge Serengeti in Tanzania has announced it will open a Discovery Centre in June.

It will be the first lodgebased conservation education and research centre in the Serengeti and will include exhibition displays, presentations and guest lectures.

Guests will have the opportunity to participate in specialist research projects such as tracking and identifying animals and monitoring behaviour and movements.

Discovery Centre manager Oli Dreike said: "By getting guests involved in current research projects such as Snapshot Serengeti and Cheetah Watch, we hope that they will gain a deeper understanding of the park's wildlife."

The 77-room resort opened in December and includes 12 suites with private plunge pools and five villas with private swimming pools.

A 5,000sq ft spa includes six freestanding treatment bungalows consisting of four



The research centre includes exhibition displays and presentations

standard private treatment rooms, a spa suite and a Thai massage room. The spa has been built around an outdoor infinity pool that overlooks an active watering hole, allowing guests to watch animals gather to drink.

Body treatments use local Baobab and Argan oil combined with Africology products out of South Africa, and the signature massage is the 'Kifaa', which involves a wooden Maasai warrior baton. *Details: http://lei.sr?a=z7y4q*



M A N A G I N G Y O U R B U S I N E S S

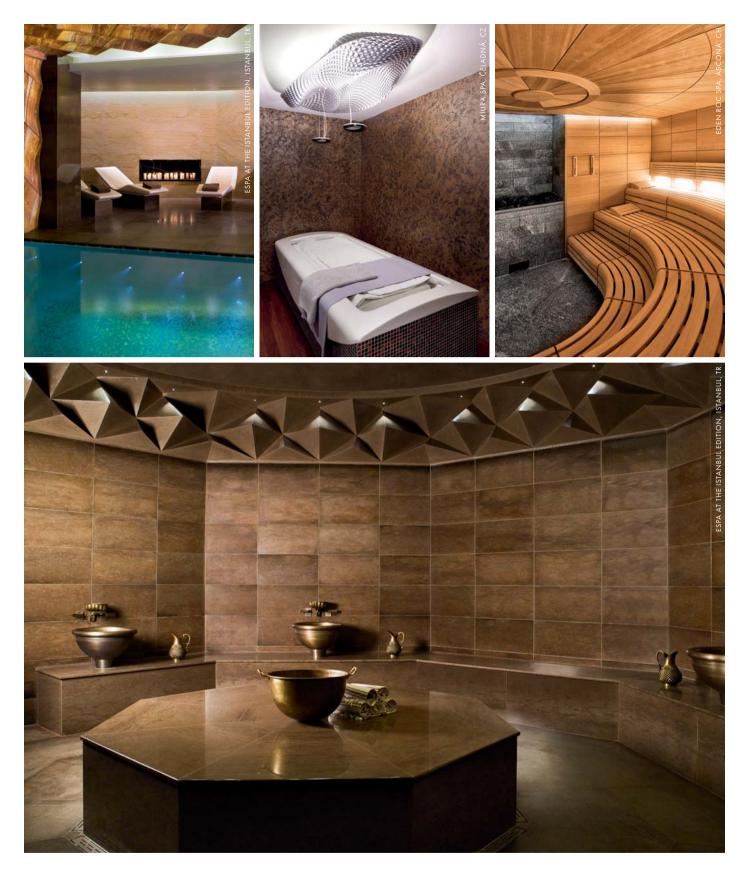
Core by premier provides a complete management software suite for the leisure, spa and wellness industry.



MEMBERSHIP ADMIN CENTRALISED BOOKING STOCK MANAGEMENT POINT OF SALE MARKETING

t: +44(0)1543 466580e: sales@premiersoftware.co.ukw: www.premier-core.com



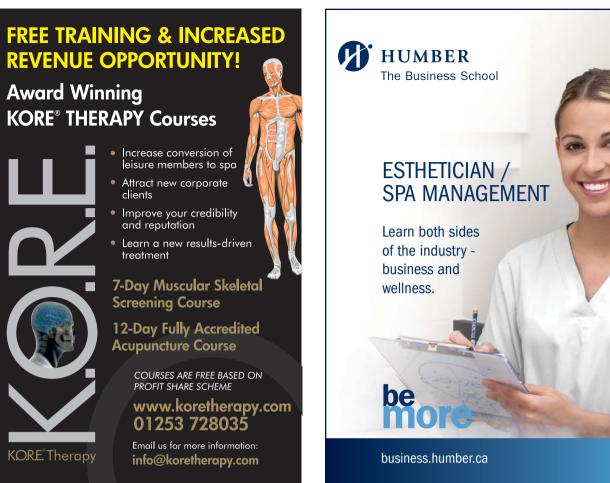


A KLAFS SPA SPEAKS FOR ITSELF. BE THE TALK OF THE TOWN.

As a manufacturer of high-grade sauna and spa solutions worldwide, we are well aware of how one becomes the talking point: through quality. We process first-class materials with care and commitment and fulfil even the most exceptional wish. Allow yourself to be inspired and order our new References Catalogue 360°. Now free of charge on our website www.klafs.com



TO ADVERTISE call +44 (0)1462 471908 email sales@spaopportunities.com



UCIRVINE EXTENSION Discover a worldwide leader in spa education.

Taught by leading industry experts and offered completely online to accommodate learners worldwide, University of California, Irvine Extension's Spa & Hospitality Management Certificate Program presents cutting edge ways to make your spa stand out in a competitive market.

Build a foundation for success and profit through extensive training in all areas of the spa business, including:

- Business planning
- Day-to-day operations
- Quality management
- Retailing
- Human resources
- Customer engagement
- Green Strategies

http://unex.uci.edu/mkt/campaigns/spaHospitality.asp

- FIRST AID AND DEFIBRILLATION INSTRUCTOR BUSINESS START-UP HEALTH AND SAFETY COMPLIANCE A CAREER... ... as a First Aid Instructor 5-dav course
 - Level 3 Instructor Qualification
 - Level 3 Assessors Qualification
 - Defibrillation Instructor Qualification
 - Expected earnings potential of £30K+
 - Courses held throughout UK
 - Comprehensive ongoing support



Upcoming courses MAY: Telford and Colchester JUNE: Portsmouth, Dundee and Chatham JULY: Durham, Stirling, Colchester, Doncaster and Warringto · On-site instructor training available at reduced rates

Nuco Training Ltd, Endeavour House, Central Treviscoe, St Austell, Cornwall PL26 7QP Tel: 08456 444999 | Email: sales@nucotraining.com

THE UK'S LEADING INDEPENDENT PROVIDER OF FIRST AID AND DEFIBRILLATION INSTRUCTOR TRAINING

nucotraining.com

RAINING

NATIONAL BUSINESS DEVELOPMENT MANAGER



Based in the North (Yorkshire region)

THE COMPANY

ESPA is an International Company at the most prestigious level of the Spa industry. Years of experience in all areas of the spa industry result in a Company, which is well rounded and genuinely committed to inspired natural products, treatments and spa development

THE ROLE

This Commercial Sales Role is fundamental to the development of New Business in the UK & Ireland. You will be responsible for strategic research, qualifying, presenting and winning New Business accounts in line with the company Brand Standards and set objectives, thus contributing to the profitable growth of the Company.

THE RESPONSIBILITIES

- Develop a strong understanding of ESPA's markets, customer needs and competition.
- Provide regular competitor analysis to NBDM and discuss future opportunities.
- Ensure strategic research is carried out in all areas of New Business from Hotel, Health & Fitness and Day Spa taking into consideration the ESPA Brand position and integrity to existing accounts as agreed with the National Business Development Manager NBDM.
- Research new build opportunities and present opportunities and action plan to NBDM.
- Look at additional new business opportunities, outside the above markets, and discuss the opportunities with your NBDM and routes to market
- Evaluate each business opportunity with respect to financial value, strategic fit, culture fit and risk profile
- Provide a strategic plan to the (NBDM) with your sales strategy and critical path.
- Implement the sales strategy by following your critical path, resulting in meeting the set budgets, monthly and annually as agreed with the NBDM
- Develop and present bespoke business quotes & proposals to meet the needs of the new business
- Effectively negotiate at New Business Presentations in order to conclude a successful Spa Partnership.
- Efficiently & accurately complete the opening negotiations by acquiring agreement with the new partner and completing the relevant contracts.
- Maximise new sales revenue and optimise profitability by analysing statistics and monitoring performance.

THE REQUIREMENTS

- Vast and varied industry knowledge across all business types and competitive companies
- ESPA sales experience (in the field or internal) a benefit.
- Effective communication skills at all levels of the business.
- Efficient and accurate administrative & time management skills.
- This role requires strong sales and retail experience within the skincare or beauty industry.
- Proven track record of identifying, presenting &winning new business opportunities.
- Strong and effective negotiation, communication and presentation skills across all organisational levels.
- Demonstrated ability to deliver sales, profit and market share goals from a national perspective.
- Work under pressure to deliver on monthly and annual targets
- Has a recognised beauty therapy qualification.
- Highly motivated, Passionate, enthusiastic with strong business acumen.
- Flexible attitude towards changing goals.
- IT Literate with a good understanding of excel and CRM systems (equivalent)
- Ability to travel extensively across the UK and frequent overnight stays are a key part of this role
- A full, clean driving licence is essential.

We are unable to accept applications from candidates who are not eligible to work in the UK – all applicants must hold a valid EU Passport.



To apply for this role, please send your CV to salesjobs@espainternational.co.uk, quoting reference ESPA BDM (SO).

spa opportunities JOBS ONLINE



UK and International Training Manager Company: ESPA International Location: Surrey, UK

Female Health/Fitness and Sports Manager Company: IS Wellness Location: Riyadh, Saudi Arabia

Spa Manager

Company: Auchrannie Hotel, Spa Resort, Country Club Location: Isle of Arran, UK

National Business Development Manager
Company: ESPA International
Location: Based in the North (Yorkshire region), UK

Spa Therapist

Company: GLL Location: Westminster, London, UK

Massage Therapist

Company: Equinox Location: Kensington, London, UK

Leisure Services Manager Company: Center Parcs Location: Lake District, UK

Personal Trainer Company: Pure Gym Limited Location: Various, UK

For more details: www.spaopportunities.com

spa opportunities forthcoming issues:



26 Apr 2013 Book by 18 April

10 May 2013

Book by 2 May

24 May 2013 Book by 16 May

TO ADVERTISE Tel: +44 (0)1462 471908 Email: spaopps@leisuremedia.com



TO ADVERTISE call +44 (0)1462 471908 email sales@spaopportunities.com



Exciting opportunities are available at Lifehouse

Lifehouse Spa & Hotel is an exciting, contemporary health spa, offering a unique, life enriching experience, tailor-made for every guest.

We are currently recruiting for the following position:

Massage Therapists (varied hours)

The ideal candidates must be eligible to work in the UK and have the following key attributes:

- Ideally Cidesco trained or minimum NVQ/
- Diploma Level 3 in Therapy
- Proven Experience within a Spa or Large Salon
- Exceptional Drive & Ambition
- Flexibility to work weekends and evenings essential

Lifehouse offers a very competitive package along with excellent benefits & commission

To apply please contact hr@lifehouse.co.uk or visit www.lifehouse.co.uk

No Agencies

Only the best need apply.

markanthony's is an expanding five star fitness brand that provides excellence in the world of personal training based in central London.

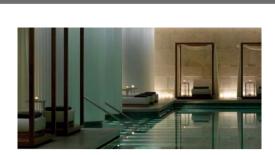
We are looking for high calibre people with exceptional customer service skills, a vibrant personality, proven experience in the health and fitness industry and who have the drive and commitment together with loyalty and integrity to join our team in West London.



markanthony's

Operations Manager Front of house staff Personal trainers Full time/part time Spin instructors

If you think you are great at what you do and wish to join us to accelerate your career and earning potential please send your CV with photo to **raphael@markanthonysuk.com**



The Bulgari Hotel and Residences London

Bulgari Hotels & Resorts is the leading luxury hospitality collection in the world. Comprised of a few, select properties in major cosmopolitan cities and luxury resort destinations, its aim is to convey the excitement of the Bulgari brand, its timeless glamour and its heritage as the magnificent Italian jeweller.

Bulgari Hotel & Residences London opened in Knightsbridge in May 2012 and we are already making our mark in the capital.

Head Therapist

The ideal candidate will have considerable people management experience and will be used to unique and specialist spa brands as well as some of the more mainstream products. Fully ESPA trained is essential. You will be experienced in recruiting, training and coaching a team of permanent and casual therapists across a range of treatment types. You will be a team player, attentive, focussed as well as revenue driven. You will ensure that you lead by example at all times and will be hands-on in your approach.

You will be familiar with five star standards of guest service delivery, and developing the team to deliver this, at all times. Your positive nature, coupled with your passion for spas will give you the edge in this role.

Spa Reception and Reservations Agent

The warm welcome from our Spa Reception team, regardless of the time of arrival, determines the first impressions guests have of our flawless service and this requires the skill of exceptional professionals.

Exceptional and proactive guest relations, forms a core part of the role. You will ensure the comfort, health, safety and well-being of our guests at all times.

We are encouraging a diverse workforce however both for positions you will be required to be fluent in written and spoken English and be eligible to work in the UK. Fluency in a second language would be beneficial, as would a command of Italian.

PLEASE APPLY WITH YOUR CV TO London-hr@bulgarihotels.com



ADDRESS BOOK

Banyan Tree to debut hot spring resort

Banyan Tree Hotels and Resorts is set to launch a luxury resort in Chongqing, China that embraces the natural healing waters of the North Hot Springs.

Scheduled to open in mid-2013, Banyan Tree Chongqing Beibei will reflect the start of the Minguo era with traditional multi-storey folk houses and an open bamboo-lined courtyard and foyer.

Located in Chengjiang Town and surrounded by the

landscape of Jin Yun Mountain and Jialing River, the resort will feature 107 retreats and villas with private hot spring pools.

The Banyan Tree spa will house three double treatment rooms, five deluxe double rooms and one royal double room.

There will be seven indoor and outdoor hot spring pools within the spa, exclusively for guests of Banyan Tree Spa and resort.

The North Hot Spring water, famed for soothing and rejuvenating skin along with muscular ailments will be on offer to guests at a temperature of +38C degress. The water contains mineral contents such as calcium sulfate, magnesium and potassium.



There will be seven indoor and outdoor hot spring pools within the spa

Guests will be advised to bath in the hot spring water for ten to fifteen minutes before spa treatments so the body can fully absorb the beneficial hot spring mineral contents.

A signature Banyan Tree Spa innovation, the Yin Yang Rainmist hydrothermal experience, will debut in Chongqing Beibei. It features a combination of rain shower and steam bath for an intense body scrub and rain shower followed by a therapeutic body massage. The Yin Rainmist calms sensitive skin while the Yang Rainmist eases tension.

Other facilities include a state-of-the art gymnasium, a yoga room, and the Banyan Tree Gallery. *Details: http://lei.sr?a=K2v1q*

Ritz-Carlton reveals details of Aruba resort

The Ritz-Carlton Hotel Company is set to unveil its latest luxury resort off the coast of Venezuela in Aruba on 2 November this year.

Located on Palm Beach on the island's northwestern coast, The Ritz-Carlton, Aruba will feature 320 oceanfront rooms including 55 deluxe, executive and parlour suites.

The resort will house a 15,000 sq ft (1,390 sq m) spa sanctuary featuring 15 treatment rooms. Facilities will

include a range of ocean-inspired natural body and facial treatments, massage therapies and three specialty spa showers along with two swimming pools.

Adjoining the spa is a full-service beauty and nail salon and state-of-the-art fitness centre offering a variety of workout classes, including yoga, indoor cycling and Pilates.

The dining selections reflect Aruba's tropical backdrop such as the Beach Grill, which features specialty cocktails, light bites and open-air



The 320-room Palm Beach resort will overlook the Caribbean Sea

seating overlooking the Caribbean Sea.

Other dining options include a specialty fine dining restaurant, a casual setting a la carte cafe, the Lobby Lounge and in-room dining.

A 24-hour casino and meeting facilities including a 7,500 sq ft (697sq m) ballroom divisible into three salons and a 600 sq ft (56sq m) executive boardroom.

The resort will also place a strong focus on sustainability to preserve the island's natural resources. *Details: http://lei.sr?a=Ugb3k*

Argentina Spa Association T: +54 11 4468 0879 W: www.asociacionspa.org Asia Pacific Spa and Wellness Coalition T: +65 9777 3204 W: www.apswc.org Association of Malaysian Spas (AMSPA) T: +603 4253 3478 W: www.amspa.org.mv Australasian Spa Association T: +61 4 3003 3174 W: www.aspaassociation.com.au Bali Spa and Wellness Association (BSWA) W: www.balispawellness-association.org Brazilian Spas Association T: +55 11 2307 5595 W: www.abcspas.com.br Bulgarian Union for Balneology and Spa Tourism (BUBSPA) T: +359 2 942 7130 W: www.bubspa.org China Spa Association T: +86 21 5385 8951 W: www.chinaspaassociation.com Association of Spas of the Czech Republic T: +420 606 063 145 W: www.iedemedolazni.cz The Day Spa Association (US) T: +1 877 851 8998 W: www.dayspaassociation.com **Estonian Spa Association** T: +372 510 9306 W: www.estonianspas.eu **European Spas Association** T: +32 2 282 0558 W: www.espa-ehv.com Federation of Holistic Therapists (FHT) T: +44 23 8062 4350 W: www.fht.org.uk French Spa Association (SPA-A) W: www.spa-a.com German Spas Association T: +49 30 24 63 692-0 W: www.deutscher-heilbaederverband..de Hungarian Baths Association T: +36 1 220 2282 W: www.furdoszovetseg.hu/en The Iceland Spa Association W: www.visitspas.eu/iceland The International Medical Spa Association T: +1 877 851 8998 W: www.medicalspaassociation.org International Spa & Wellness Association (ISWA) T: +49 69 130 25 86 0 W: www.iswa.de International Spa Association (ISPA) T: +1 859 226 4326 W: www.experienceispa.com Japan Spa Association W: www.j-spa.jp Leading Spas of Canada T: +1 800 704 6393 W: www.leadingspasofcanada.com National Guild of Spa Experts Russia T: +7 495 226 4289 W: www.russiaspas.ru Portuguese Spas Association T: +351 217 940 574 W: www.termasdeportugal.pt Romanian Spa Organization T: +40 21 322 01 88 W: www.romanian-spas.ro Samui Spa Association T: +66 7742 08712 W: www.samuispaassociation.com Serbian Spas and Resorts Association T: +381 36 611 110 W: www.serbianspas.org South African Spa Association T: +27 11 447 9959 W: www.saspaassociation.co.za Spanish National Spa Association T: +34 902 1176 22 W: www.balnearios.org Spa Association of India T: +91 995 889 5151 W: www.spaassociationofindia.in Spa Association Singapore T: +65 6223 1158 W: www.spaassociation.org.sg Taiwan Spa Association W: www.tspa.tw Thai Spa Association T: +66 2168 7094 W: www.thaispaassociation.com Turkish Spa Association T: +90 212 635 1201 W: www.spa-turkey.com The UK Spa Association T: +44 8707 800 787 W: www.spabusinessassociation.co.uk Ukrainian SPA Association

16 Read Spa Opportunities online: www.spaopportunities.com/digital

У Twitter: @spaopps

T: +3 8044 253 74 79 W: www.spaua.org