

spa opportunities

17 FEBRUARY - 1 MARCH 2012 ISSUE 131

Daily news & jobs: www.spaopportunities.com

Indian operator targets 20 openings

A newly launched spa management company in India has set itself an ambitious target of securing contracts for 20 new sites during 2012 – while also setting up a new spa training academy.

Urban Nirvana Wellness Corporation (UNWC) was founded by wellness entrepreneur Manish Patwardhan in December 2011 and the company has already agreed deals to operate four spas – two in Goa and one each in Bandhavgarh and Alibag.

According to Patwardhan, the group is primarily looking for new openings in India, but he hasn't ruled out taking on properties abroad.

"Between 80 to 90 per cent of our operations will be in India," he said.

Patwardhan cites the lack of professionally trained spa staff as one of the main obstacles for expansion – issue that he is looking to correct with the opening of a wellness-based training academy with a revolutionary concept.



The company has already secured contracts to manage four spas

Patwardhan said: "The academy will include a 2,000sq ft (185sq m) training spa and we're hoping to train up 240 students in the first year. Students will undergo intensive training followed by structured work experience."

He added that the focus will be on recruiting young people from poor backgrounds and offering them the opportunity to become qualified spa and beauty therapists.

CORRECTION

Spa Opportunities 130 (February 3 - February 16 2011) included a column by Marisa Dimitriadis entitled "Beauty Business Trends for 2012." After publication, we were informed by legal counsel at SpaFinder Inc. that this column relied almost exclusively on the SpaFinder 2012 Spa Trend Report published by SpaFinder and authored by Susie Ellis, SpaFinder's president, without attribution to either SpaFinder or Ms. Ellis.

SpaFinder has advised *Spa Opportunities* that it believes Ms. Dimitriadis's use of the Spa Trend Report without its permission and without attribution to be a violation of SpaFinder's copyright. Based upon subsequent conversations with both SpaFinder's counsel and Ms. Dimitriadis, *Spa Opportunities* has republished this edition without Ms. Dimitriadis's article and this revised edition is available to be viewed here <http://bit.ly/zVOIhe> and downloaded here <http://bit.ly/xS5eBS>

We regret the error and appreciate the cooperation of both Ms. Dimitriadis and SpaFinder in helping to resolve this matter.

SpaFinder's full 2012 Spa Trend Report can be found at <http://bit.ly/ui25sl>

Spa market worth US\$77bn by 2015

The spa industry will generate revenues of USD77bn (£59bn, £49bn) globally by 2015 – according to a report from Global Industry Analysts (GIA).

GIA's research, called *Health Spas: A Global Outlook*, also highlights latest developments in the sector, citing personalized treatments and express treatments among the fastest growing trends. According to GIA, the Asia-Pacific region is set to further consolidate its position as the global hub for spa destinations, Europe leads the spa industry in terms of revenues, followed by North America.

Trump Towers opens with luxury spa

Talon International Development opened the Trump International Hotel and Tower Toronto in Canada on 31 January.

Facilities at the hotel include the 15,000sq ft (1,400sq m) Quartz Crystal Spa which will be located on the 31st floor of the hotel, featuring 10 treatment rooms. The spa has two couples suites, infrared saunas; an indoor heated, salt-water infinity pool and a movement studio; as well as a health club and group exercise classes equipped with Technogym kit.

The treatment menu will include a selection of massages and full-day packages inspired by the healing properties of the quartz mineral. The Trump International Hotel and Tower



The Trump Hotel and Tower opened on 31 January

was designed by architects Zeidler Roberts Partnership. It is owned and operated by Talon International Development which uses the Trump name and mark under license from Trump Marks Toronto. Talon is co-owned by entrepreneurs Val Levitan and Alex Shneider.

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Thai entrepreneur to open spa resort

Thai hospitality entrepreneur Anchalika Kijkanakorn is to launch a new luxury spa resort in the island of Koh Samui on 1 March. Offering accommodation in 52 private villas, Akaryn Samui resort will be operated under Akaryn Hospitality Management Services (AHMS) and facilities include a Spa IV-branded luxury spa, four restaurants and a private beach.

Facilities at Spa IV will include 12 treatment villas and signature treatments will be based on crystal healing and light therapy.

Akaryn Samui will be located in Hanuman Bay and, according to Kijkanakorn, will be designed according to a new concept in hospitality - 'intuitive luxury'.

"We are the first resort to be built at Hanuman Bay," Kijkanakorn said. "That's why in creating Akaryn Samui, it was vital to design every detail to complement the bay's natural beauty, such as our signature 'Outside Living - In' philosophy. I'd define our concept as luxury that doesn't need to shout - creating a



The resort will be the first built on Koh Samui's Hanuman Bay

'wow factor' in lower case - and knowing what your guests want almost before they do.

"Akaryn Samui also features an evolution of our Spa IV brand. We have added a crystal theme to each treatment room as something fresh, along with our philosophy of taking the superlatives and clichés out of the spa experience and delivering something more authentic and organic for our guests."

Akaryn Samui is the fourth property in Kijkanakorn's AHMS portfolio, following the recent launch of the 62-room, 4-star Akaryn Chura Samui resort at Chaweng Beach.

Wyndham to manage Croatian coastal resort

Wyndham Worldwide has entered the Croatian market with its Registry Collection brand by adding the Dubrovnik Sun Gardens on the Adriatic coast to its portfolio of managed properties.

Wyndham will operate a total of 207 luxury one-, two- and three-bedroom serviced residences at the resort, with the first 25 units having been recently released for sale.

The development, which is owned by Croatian company iO Adria, incorporates one of the largest spas on the Adriatic coast and also a 201-bedroom Radisson Blu Hotel.

The Spa by OCCO has 12 treatment rooms, a coal sauna, salt sauna, hammam, aromatherapy steamroom and a lagoon pool complete with underwater vitality jet loungers and an artificial waterfall.

There are also two luxury couples' treatment suites, an 18m indoor swimming pool, a Spa Vitality-branded juice bar, tepidarium and a health club equipped with Technogym kit.



The resort includes a Spa by OCCO and a 201-room Radisson Blu hotel

Inspired by the Dalmatian Coast and Adriatic Sea, the spa uses OCCO products incorporating home grown natural and local ingredients in the range of amenities and treatments.

The launch of the managed apartments is the first phase of a three-phase development which will see the addition of another five-star 130-key hotel and a further 200 residential keys.

iO Adria, formerly Jupiter Adria, was originally set up in 2005 as an investment fund under Jupiter Fund Management, a London, UK-listed fund manager.



Raison d'Etre unveils LivNordic brand

Sweden-based spa consulting firm Raison d'Etre has launched its new LivNordic spa brand, which has been developed by the company to "embrace all aspects of Nordic wellness".

The concept has been unveiled at the flagship Grand Hôtel Nordic Spa and Fitness venue in Stockholm and comprises Scandinavian-inspired design, health and Nordic fitness. Nutrition, beauty, products and bathing form part of the LivNordic experience, which is now to be marketed by Raison d'Etre either as a franchise or with a license to hotel owners/operators.

LivNordic will be offered to new-build spa and wellness facilities or to existing venues to be refurbished, with both offering flexibility according to Raison d'Etre.

The company said capital investment costs can be kept low, with the main experiential feature the structured approach to Nordic bathing and involving saunas and cold experiences. Raison d'Etre said that it will offer training and



The spa at Grand Hôtel Nordic has been remodelled as a LivNordic site

support to franchisees purchasing the brand, or undertake the entire spa development project from design through to launch.

"Swedes and Nordic people are known for their health and beauty treatments and also have a sound approach to a balanced lifestyle," said Raison d'Etre managing director Anna Bjurström.

"We have, therefore, created something unique in today's spa world, as there is no other Nordic wellness brand in the marketplace."



Facilities include a couple's treatment room

Apex Massage Therapy opens spa in Fernie

Canadian massage provider Apex Massage Therapy is to open a 6,600sq ft (613sq m) day spa in the ski resort of Fernie, British Columbia. Located in an old restored school house, Spa 901 was designed by spa consultant Karen Vonkeman and cost around CA\$2m (US\$2m, €1.5m, £1.3m) to set up. Facilities include five treatment rooms, a separate couple's room with its own fireplace, two infrared saunas, relaxation areas and an outdoor hot spa pool.

Treatments on offer will include a wide range of massages, facials, body wraps and beauty treatments.

Apex Massage Therapy is owned by Shelly MacGregor. The company currently owns two wellness facilities in Calgary, Alberta, Canada as well as the SpaGoes brand, which is a mobile spa operating out of Calgary.

70m euro Spa hotel planned for east Finland

Construction work is expected to get underway later this year on a large €70m (US\$93m, £59m) spa hotel in Lappeenranta, eastern Finland.

The property will be owned by a joint venture between two Finnish property investment companies – Ulviva and Conte Invest.

Called Huhtiniemi, the project will include three interconnected parts – a 14-story hotel; a 4,000sq sq (sq ft) resort spa; and a 7,000sq sq (sq ft) space which will house a number of spa villas.

The project will have a total of 500 beds – divided into 350 hotel bedrooms and spa villas with a capacity of 150 beds.

The development will be built by Buidia, a construction company set up by the joint venture to deliver the project.

Exact details of the spa facility are yet to be confirmed but it is believed that there will be more than 15 treatment rooms, a range of



The hotel's 4,000sq m spa will include panoramic pools and saunas

indoor swimming pools, a sauna world and a relaxation area offering panoramic views across the Lake Saimaa.

According to a spokesperson, the owners are currently looking for an "international-standard" operator to manage the property. It is hoped that the hotel and spa will open to the public during early 2014.

The project received the final approval from the local council's building committee last month (January 2012).

New York spa to offer free treatments to female soldiers

New York Day Spa in Midtown Manhattan, NY, US has introduced a Veterans Spa Package – a trio of treatments which will be made free to all female US soldiers returning home from military action overseas.

The marketing campaign is the brainchild of the spa's owner and founder Dorit Baxter, who got the idea while watching homecomings of female veterans.

She said: "My career has been about providing wellness and beauty treatments which make women feel better about themselves. Now there is a new kind of woman who especially needs these services – female veterans of combat."

"I wonder what it is like for them to have fought like men and returned home to find their femininity again."

The Veterans Spa Package includes a therapeutic massage, a facial and a manicure.

MWB agree deal for Malmaison Dundee hotel

MWB Group Holdings has announced plans to open a Malmaison-branded hotel in Dundee, UK.

When open in 2013, the 91-bedroom will become MWB's first new hotel since the group concluded a refinancing agreement in 2011. Dundee Malmaison will be created on the site of the old Tay Hotel, a listed city centre landmark building, and facilities will include a spa and a fine dining restaurant.

The development of the hotel forms part of the substantial £1bn Dundee Central Waterfront Development that forms an integral phase in the city's multibillion regeneration of its historic waterfront which includes a new £45m V&A museum.



'Mayan year' will offer a boost to Mexican tourism

'End of the world' utilised in marketing of Mayan spa

The Maroma Resort and Spa on the Riviera Maya in Mexico has tapped into the increased interest to all things Mayan for their 2012 marketing campaign.

As time draws to an end on the Mayan calendar – an event some believe will signify the 'end of the world' – the resort has created a number of treatments and events related to Mayan culture.

Available throughout the year, guests can indulge in a Mayan menu of themed spa treatments at the resort's Kinan Spa – named after the Mayan word for the healing energy of the sun – which are based on the four earth elements which are integral to Mayan beliefs.

The experience is completed with visits to the many historical temples that surround the hotel, including Coba and Chichen Itza. A new permanent treatment room, called Maya Room, has also been created.

First stand-alone spa for Centara

Thailand-based Centara Hotels & Resorts will open its first stand-alone Spa Cenvaree during Q1 of 2012 at the Arcon Arcade in Goa, India.

The facility will be branded as Spa Cenvaree, the operator's spa brand which it launched in 2000 throughout its resorts in Thailand, the Philippines, Vietnam and the Maldives.

Located at the beach resort of Candolim, in northern Goa, the new Spa Cenvaree Goa is set within the lifestyle and shopping complex of Arcon Arcade.

The spa features 13 treatment rooms and a couples spa suite with private en-suite facilities including a sunken spa pool. Other features include a nail and hair salon, a Zen garden with relaxation lounge, vichy rain shower, steam bath and hot air sauna.

The treatment menu at Cenvaree spas will place great emphasis on the innate wisdom of



Centara has set a target of having 40 Cenvaree-branded spas by 2013

the body and blending elements of native herbs with massage to provide guests with a unique Thai spa experience.

The Goa opening is part of Centara's planned expansion of the Cenvaree brand, which will see new openings in Mauritius, China, Sri Lanka and Bali.

Centara has set a target of having 40 spas across nine countries by the end of 2012.

Hyatt Regency to unveil new ZoiA brand

Hyatt Regency is to launch its new Caribbean-themed spa brand at the Hyatt Regency Aruba Resort and Casino in early 2012. ZoiA, which translates as 'balance' in local language, will be based on four elements – sun, sand and sea and love – and is scheduled to open during the first quarter of 2012.

The ZoiA spa at the Aruba resort will have 5,200sq m (56,000sq ft) of floor space housing eight treatment rooms. The four themes will be reflected in the spa's treatment menu, which will be divided into "sun", "sand", "sea" and "love" treatments.

Treatments available at the spa will include a bespoke range supplied by local cosmetics company Aruba Aloe Aruba Aloe.



The design of the new ZoiA brand will reflect Caribbean culture and life

The spa was designed by California, US-based Indesign.

Other facilities at the 357-bedroom Hyatt Regency Aruba Resort and Casino also include six restaurants, a private beach, a large casino and a number of swimming pools.

Four Seasons prepares for St Petersburg opening

Hotel operator Four Seasons is due to open a 183-bedroom hotel in St Petersburg, Russia later this year.

Scheduled for a mid-2012 opening, the property will house a luxury spa, a number of restaurants and 775sq m (8,300sq ft) of meeting

space. The spa will spread across four floors and will include six spa treatment rooms – including a deluxe couple's suite with private lounge.

The top floor of the spa will house a large relaxation area and spa pool under a glass roof. Facilities also include a 24-hour health club.



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Caribbean resort to unveil 'luxury boot camp'

Buccament Bay Resort, the new Harlequin Hotels and Resorts-operated resort in St Vincent and The Grenadines, has announced the launch of its new Luxury Boot Camp package.

The new seven-day programme will be available between 21 May and 30 June and has been designed for visitors seeking to combine relaxation with achieving their fitness goals. It has been crafted by personal trainers from UK-based Fitness 4 and nutrition experts, with activities to include hiking and speed walking.

The resort's spa offers cocoon-like treatment suites using products supplied by ESPA. A Thai pavilion and beach gazebos also offer treatments.

Other facilities available for Luxury Boot Camp guests include the Pat Cash Tennis Academy and the Liverpool Football Club Academy Soccer School.



The luxury Cliveden House hotel in Berkshire, UK

New owners to redevelop Cliveden House's Pavilion spa

Cliveden House luxury hotel in Berkshire, UK is the latest property to be sold out of the administration of the von Essen group, after it was acquired by hoteliers Ian and Richard Livingstone. The new owners now plan to undertake a multi-million pound redevelopment of the hotel, which includes The Pavilion Spa offering therapies using products supplied by Terraké and Carita in its seven treatment rooms.

Heated indoor and outdoor pools; Canadian hot tubs; a sauna; and steam-rooms for both men and women also comprise the Pavilion Spa, in addition to whirlpools.

The spa is located within the Walled Garden at Cliveden House, which was made famous by the Profumo affair during the 1960s and offers a secluded sun trap for its visitors.

Christie + Co acted on behalf of administrators Ernst and Young on the deal.

Turkish resort for Mandarin Oriental

Mandarin Oriental Hotel Group has signed a deal to operate a luxury resort with private residences in Bodrum, Turkey. Mandarin Oriental, Bodrum, which is slated to open in 2014, will be located on a 60 hectare waterfront site on the northern side of the peninsula, at Cennet Koyu, offering panoramic views over the Aegean Sea.

Built on a series of levels nestled in the resort's landscaped hillside, the resort will offer 82 guestrooms and 20 suites as well as 214 luxury private homes.

The resort's 2,700sq m (29,000sq ft) Spa at Mandarin Oriental will have its own private beach and offer a comprehensive range of wellness, beauty and massage treatments available in the region. There will be 10 treatment rooms - including three couples' suites - built as private cabanas while other facilities include hydrotherapy suites, a meditation room, indoor swimming pool and a signature Mandarin Salon and Barber.

Fitness facilities will also be on offer, including a dedicated Pilates room where guests can enjoy private or group sessions.

The resort will also boast a selection of six restaurants and bars including al fresco water-side dining, a lobby lounge, poolside bar and a signature Mandarin Oriental Cake Shop.



Mandarin Oriental Group currently operates 42 hotels in 27 countries

The owner and developer of the project is Asta Real Estate Investments and Tourism, which has worked with hospitality consultants Servotel Corporation on the project.

Design firm Wimberly Allison Tong and Goo (WATG), has been appointed as master planner and architect.

Vedat Asçi, chairman of Asta Real Estate, said: "The Turkish Riviera continues to grow in importance for upscale travellers and we are confident that this opening will significantly add to the area's appeal. Mandarin Oriental, Bodrum will re-define the luxury holiday concept in the Mediterranean with its location, design and legendary service."

Mandarin Oriental Hotel Group now operates, or has under development, 42 hotels in 27 countries, with 18 hotels in Asia, 12 in The Americas and 12 in the EMEA region.

ResortSuite and SelfOptima join forces

US-based technology company SelfOptima has joined forces with Canadian software business ResortSuite to develop a new property and guest experience management system. Once launched, the as yet unnamed product will be marketed to spa and resort operators as a tool to streamline all aspects of customer relationship management.

The new product will integrate SelfOptima's GEMS system with ResortSuite's spa and wellness software.

Frank Pitsikalis, ResortSuite founder and chief executive officer, said: "Combining the wealth of data in our property and spa management system and the in-depth guest data in SelfOptima's system enables our clients



The software is designed to improve customer relationship management

to truly deliver unmatched personalized experiences to their guests. We will be able to deliver a new dimension of knowledge about guests' wellness goals, wellbeing and level of engagement."



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DIARY DATES

3-5 March 2012

Mondial Spa & Beauté

Palais des Congrès, Paris, France

Dedicated to the spa, wellness, beauty, cosmetics, make-up and nails professionals, the 2011 edition of the exhibition has gathered 13,450 visitors in search of innovations, networking and exchanges.

Tel: +33 493 06 58 80

www.msba-paris.com

4-5 March 2012

Professional Beauty & European Spa Convention

ExCel London, UK

Focused on strategy and business issues the convention gives a platform to spa owners and senior managers to share their experiences of operating a successful spa. Running alongside a dedicated spa exhibition at Professional Beauty, the UK's largest trade show for the beauty industry the event is set to attract day spas, hotel spas, resort spas and destination spas.

Tel: +44 (0) 20 7351 0536

www.professionalbeauty.co.uk

11-12 March 2012

Spa & Salon Expo

The New Riviera Hotel, Las Vegas, US

The event is designed to appeal to owners, operators, directors and managers for styling and beauty salons; all spa segments, including resort, destination, day, medical, eco, organic and salon spas; aesthetics and wellness centers; tanning salons; boutiques and specialty shops, beauty supply stores, health and nutrition stores

tel: +1 702-436-6854

www.bestvalueexpos.com/DHBPE.html

13-14 March 2012

Retail Business Technology Expo and Cards & Payments Solutions

Location: Earls Court 2, London, United Kingdom

Retail Business Technology Expo and Cards & Payments Solutions is the definitive event for retail and hospitality organisations in the UK and mainland Europe looking for the right tools, solutions and advice to run their businesses even more effectively.

Tel: 0044 28 874 2728

www.retailbusinesstechnologyexpo.com



The Spatec events are based on one-to-one meetings between operators and leading suppliers

14-17 March 2012

SpaTec Spring 2012

The Ritz-Carlton Orlando, Grande Lakes, Florida, US

a 3-day forum of one-on-one meetings between corporate spa owners, directors and design/management companies and leading spa suppliers and vendors from the following categories:

Tel: +1 214 592 4270

www.mcleaneventsinternational.com/events/SpatecSpringNA12/about/

26-27 March 2012

Spameeting Europe

Tivoli Lisboa, Portugal, Lisbon, Portugal

A two-day business meeting concept offering projects' sponsors opportunity to have face to face meetings.

Tel: +33 1 53049970

www.spameeting.com

18-21 April 2012

SPATEC Europe 2012

Don Carlos Leisure Resort & Spa, Marbella, Spain

SPATEC is a 2-day forum of face-to-face meetings between UK and European spa owners, directors and senior personnel, with leading spa suppliers from the following categories:

Apparel, Aromatherapy, Beauty Products, Body Toning, Fitness Equipment, Hydrotherapy, Linens/Robes/Towels, Manicure, Marine Therapies, Massage, Retail, Sales and Marketing Services, Single Use Items, Skincare, Software, Spa Equipment, Sun Protection, Steam Baths, Tanning and other new, innovative and

relevant suppliers to the Spa industry.

Tel: +44 208 547 9830

www.mcleaneventsinternational.com/events/SpatecEU2012

29-31 May 2012

Beautyworld Middle East

Dubai International Convention Centre

Leading trade show for cosmetics, beauty products, fragrances, wellness and spas.

Tel: +971 4 389 4500

www.beautyworldme.com

03-06 June 2012

Global Spa & Wellness Summit 2012

Aspen, Colorado, United States

The sixth annual Global Spa & Wellness Summit (GSWS) will be held June 3-6, 2012 in Aspen, Colorado, U.S. The first gathering to be held in the U.S. since 2008, the 2012 Summit will be very unique, as it's being held in collaboration with the 61-year-old Aspen Institute, one of the most prestigious think-tanks in the world.

Tel: +1 212 716 1199

www.globalspaandwellnesssummit.org

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Global Spa & Wellness Summit speakers confirmed

Organisers of The Global Spa & Wellness Summit – taking place between 3-6 June 2012 at Aspen Meadows Resort, Colorado, US – has unveiled details of the event.

This year's theme will be "Innovation through Imagination" and keynote speakers will include Philippe Bourguignon: former co-CEO of the Davos-based World Economic Forum; actress and wellness advocate Mariel Hemingway; Peter Rummell: former chair of Disney Imagineering; and Jose Maria Figueres, former president of Costa Rica and an expert on global environmental practices. *Details:* www.globalspaandwellnesssummit.org/



Facilities will include a full-service resort spa

Starwood to open Le Méridien resort in Bali

Starwood Hotels and Resorts Worldwide has signed an agreement with PT Tiara Raya Bali International to develop a new 123-suite Le Méridien-branded resort in Bali, Indonesia.

Located on Bali's western coast, the yet-to-open Ristia Resort is to be renamed Le Méridien Bali – Jimbaran under the terms of the deal and is scheduled to open in mid-2012. Facilities will include a full-service spa; a fitness suite; a "uniquely-designed" lagoon pool; and meeting space, as well as the three-storey Bamboo Chic restaurant and bar.

Eva Ziegler, global brand leader for Le Méridien and W Hotels Worldwide, said: "Le Méridien has undergone a comprehensive brand transformation in the six years since it was acquired by Starwood."

"In this new era for Le Méridien, with its best portfolio ever and a new brand direction, we are proud to return to Bali, specifically a perfect lifestyle destination such as Jimbaran."

Nira plans five more resorts

Nira Hotels and Resorts is preparing to open five more luxury resorts over the next 18 months.

Nira, which was launched in 2009 by founding chief executive MPS Puri, currently operates three sites – in Edinburgh, Scotland; Surlej, Switzerland; and Mauritius.

The five new resorts currently planned are in various phases of development and include projects in Sathwa in Seychelles, Cam Ranh Bay in Vietnam and Niseko in Japan. Two further resorts are to be created in the Yunnan province in China and an unnamed location in Sri Lanka. Each resort will include a Nira-branded spa. Nira's most recent opening was the 70-bedroom glass-and-timber-built Mountain Sanctuary in Surlej.

Located 5km (3.1 miles) from the winter-sports resort of St Moritz, Nira Alpina provides



The latest Nira property to open was the Nira Alpina in Switzerland

guests with views overlooking Lake Silvaplana and offers a "ski in, ski out" experience.

Facilities include the Nira Spa, which comprises five treatment rooms; an Aroma cabin; a steamroom and sauna; a Rasul bath; a whirlpool; and an underwater relaxation bed.

Nira has also launched its first signature treatments – in partnership with supplier Africology – at its Shanti Maurice resort.

Online spa management course for India

India-based spa training provider The Orient Spa Academy (OSA) has launched the country's first online spa management certificate programme for wellness professionals.

The OSA e-learn course (www.osalearn.com) is targeted at those already working in the spa industry and looking to increase their knowledge base of spa operations. Modules include marketing, operations, human resources, leadership, customer management, accounting and strategy.

OSA said the e-learning course has been designed to tackle a shortage of qualified spa staff within India's booming spa industry. According to OSA figures, India's spa sector is growing at a rate of 20-30 per cent each year.



The course targets spa professionals wanting to advance their careers

A spokesperson said: "This has led to a great demand for spa and wellness professionals such as spa therapists and spa managers in these centers. It is estimated that India will need around 20,000 trained therapists in the coming few years. Currently, there are around 1,000 trained therapists to cater for more than 3,000 day spas and 1,200 resort spas across the nation."

Kibbutz resort investing US\$8.6m in new spa

The Hagoshrim Kibbutz and Resort Hotel in Northern Galilee, Israel will open a spa in 2013 as part of a NIS32m (US\$8.6m, €6.5m, £5.5m) redevelopment.

Exact details for the luxury spa are yet to be confirmed but it will have eight treatment rooms,

hammam, saunas and a relaxation area. The creation of the spa is part of a redevelopment of the resort which will see the creation of a new wing with 48 additional bedrooms.

The extension will be spread over four floors and also includes a new business lounge.



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REQUIREMENTS

- Extensive experience at senior level within a luxury Spa environment or similar.
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- An affinity for numerical work with experience of budgetary management and creating and managing timelines.
- Experienced people manager with demonstrable skills as a leader, motivator and communicator.
- In-depth knowledge of all Spa operations, including treatments and services, preferably with first hand experience.
- Ability to work both reactively and strategically.

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spa manager

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The Bay Hotel, Newquay, Cornwall

SPA MANAGER

(Maternity Cover - could lead to perm)

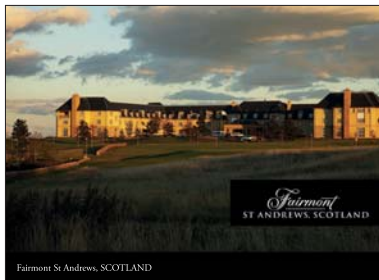
Maternity cover is required at Fistral Spa for 12 months commencing spring 2012. To assist hotel director and general manager in the smooth running of the spa which includes treatment area, fitness area and salon.

Fistral Spa is the leading spa in Cornwall and the successful candidate must maintain the high standards already achieved. The candidate will ideally possess previous management experience, as well as being a trained therapist - with ESPA training.

Although this position is to cover maternity leave it could lead to a permanent position with plans for another spa opening autumn 2013. Wage negotiable.

Applicants should apply in writing with a current CV to Diane Nettleton -

diane@newquay-hotels.co.uk



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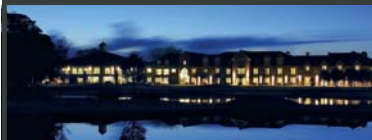
With a passion for hospitality and excellent people management skills, you will ensure guest receive the Highest level of personalized service. You will accomplish this by leading and motivating all Guest Service colleagues. Taking a hands on approach in the day to day operations. Your exceptional interpersonal, communication and problem solving skills have been honed over a minimum of five years, a Bachelor's Degree or Spa Management Degree and experience plus education in one of the spa disciplines of fitness or therapy will be required. Experience in a five star Director Role and fluency in a second or third language would be an asset



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We are looking for the very best Spa Therapists to complement our expert Spa Team. The ideal candidate will be knowledgeable about their profession, passionate to enhance the wellbeing of others and keen to progress in a busy Spa environment. Excellent customer focus an absolute must.

Criteria:

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- NVQ Level 3 qualified, ITEC, CIDESCO or CIBTAC
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SpaBooker by GramercyOne, is the leading online booking, point-of-sale and business management software for the spa industry. Thousands of spas benefit from the #1 web-based system and SpaBooker is the chosen supplier of Hilton Hotels Worldwide and Six Senses.

GramercyOne is a rapidly growing, dynamic company headquartered in the United States and looking to continue its growth and support of clients throughout the world. We are looking for intelligent professionals that thrive in a fast-paced, results oriented environment and have an exceptional work ethic.

The primary role of the Regional Sales Executive will be to develop and close sales leads for spas and salons in an assigned territory. This position will work directly with the Sales Manager to meet and exceed sales targets in geographically defined areas, while also working with the implementation and account management teams to ensure a positive overall experience for the client. This candidate must "present professionally" when participating at regional or national sales events. The ideal candidate will be focused & independent, but fit well & enjoy being part of a growing team.

Responsibilities:

- Create a plan to develop territory & exceed sales targets
- Generate leads through effective cold calling and respond to in-bound website leads
- Conduct online solution demonstrations via web technologies (WebEx etc...)
- Develop prospects through the sales pipeline and close opportunities
- Forecast sales activity and revenue achievement in Salesforce.com

Required Skills:

- The ideal candidate will be confident, competitive, tenacious and results driven
- Between 1-3 years of sales experience
- Self-starter with high sales aptitude, and solution selling experience
- Ability to cultivate new clients through effective prospecting
- Strong and demonstrated written and verbal communications skills
- Must be well organized and thrive in an entrepreneurial/start-up, fast paced and demanding environment

- Strong computer skills, including Salesforce.com, Microsoft Word, PowerPoint and Excel
- Previous Sales Methodology training and strong customer references preferred
- Bachelor's degree or commensurate experience required

The compensation package for this position includes a competitive base salary plus commission, stock options, medical, dental, vision and 401K benefits. For immediate consideration in confidence, please submit a cover letter and resume to careers@gramercyone.com. Please reference "Regional Sales Executive - New York, NY" or "Regional Sales Executive - Newport Beach, CA" in the subject line of your email. We are unable to offer sponsorship for this position.

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ORIENT-EXPRESS HOTELS, ITALY

Orient-Express Hotels is recruiting for exceptional spa professionals to join their Italian five-star hotel wellness centres in Venice, Portofino, Ravello and Sicily

SPA THERAPIST

Ideal candidate is a customer orientated person with a strong commitment to excellence, superb communication skills and knowledge of both English and Italian languages. You will carry out facial and body treatments to a high professional standard and will be able to advise clients on their skincare regime and on other appropriate treatments. NVQ level 3 in beauty therapy, or equivalent, is mandatory while the knowledge of further massage techniques will be an advantage.

SPA THERAPISTS COORDINATOR

We are willing to meet a highly motivated professional with strong organisational, leadership and communication skills. The role involves hands on treatments, but will allow the right candidate to develop their ability in all aspects of the management of a spa.

Responsibilities: to ensure highest quality therapy as well as a smooth and efficient running of the spa; to maximize treatment and retail sales through excellent telephone skills, repeat bookings, customer care; to enable the department to achieve company's revenue targets while ensuring compliance with all standard operating policies, procedures including Leading Quality Assurance. NVQ level 3 in beauty therapy, or equivalent and excellent computer skills are required. Previous experience within a 5* Hotel spa environment is also essential.

Other information: positions will be based in Italy at the Hotel Cipriani Venice, Hotel Splendido & Splendido Mare Portofino, Hotel Caruso Belvedere Ravello, Grand Hotel Timeo and Villa Sant'Andrea Taormina. Seasonal opening will be from March to November 2012. Accommodation may be provided for non residents.

Orient-Express expects exceptional performances yet grants interesting rewards. We offer training & career opportunities, job enrichment and a supportive work environment. If you are ready for a challenge, please apply forwarding full resum  along with a recent photo to humanresources@oeh.it

Kindly apply only if you match the above criteria; other profiles wont be considered.

Yas Beauty Spa opens in Dubai

The Yas Beauty Spa at the Saouk Al Bahar mixed-use development in Dubai has had its official opening.

Owned by entrepreneur Yasaman Rezaei, the spa houses 15 treatment rooms – including a couple's suite – a number of hammams, a relaxation area and hair and beauty stations.

The treatment menu mixes western beauty treatments with Asian therapies and includes aromatherapy, shiatsu and reflexology. Product suppliers include Kérastase, Keraskin, Essie, Redken and L'Oréal.

Facilities also include a dedicated bridal room for guests who wish to prepare for the 'big day' with a complete makeover.

The spa's two oriental hammams – one each for men and women – will be used to offer guests a range of Turkish, Moroccan and Arabian treatments.



The spa is located at the Saouk Al Bahar mixed-use development

The Souk Al Bahar mall is located in downtown Dubai close to the Dubai Mall and Burj Dubai. The owner Yasaman Rezaei said the spa's design has been heavily influenced by French architecture.

"My inspiration came from my travels to Paris, where I found the salons to have a unique charm and elegance and service that makes you feel truly pampered," he said.

Viceroy to launch Maldives spa in April

Viceroy Hotel Group has announced that it will launch a new spa at its Maldives resort on 2 April.

The spa at Viceroy Maldives will comprise seven secluded over-water bungalows – including five multi-purpose spaces, such as one for nail and hair and a VIP cabana with a private wet chamber offering a Vichy shower and soaking tub.

Treatments have been developed around five major experiences: sanya (anti-ageing); sama (sanctuary and calm mind); and sodhakana (cleanse and purify your being).

Santi (pure spa) and svathya (sound state of health) are the remaining experiences, which aim to allow visitors to explore the emotion, or



The Viceroy Maldives spa will comprise seven over-water bungalows

physical outcome they wish to achieve.

Other facilities at The Spa at Viceroy Maldives include the Vai spa café, individual yoga pavilions and fitness areas with equipment supplied by Technogym.

Viceroy Maldives overlooks the Indian Ocean and offers a total of 61 villas.

UK boutique hotel unveils new day spa

Wynyard Hall Country House Hotel, in Durham, UK, has unveiled its new day spa.

The spa has four treatment rooms and will offer treatments supplied by Elemis, Karin Herzog, Jessica and bareMinerals. Facilities also include a relaxation room offering

light refreshments, rasul mud chamber, salt inhalation room, herbal sauna, ice fountain, an outdoor vitality spa pool and a manicure and nail bar.

The spa will be open for both residents and day visitors.

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Asia Pacific Spa and Wellness Coalition

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Mongolian Spa Sauna Association

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