



Marco Sterk
President

Marco Sterk is an accomplished aviation management professional with a strong international aviation career background. He has expertise in evaluating global aviation industry trends, Airbus & Boeing aircraft designs and operation, defining cost-effective business strategies and developing new technology for increased operational efficiency.

He graduated in 1988 with a B.Sc. in Aeronautical Engineering from the Netherlands after completing his apprenticeship with Fokker, assisting in flight testing of the F100 in southern Spain. He joined Airbus Germany in Bremen in 1989 designing parts for the A320. In 1990 he transferred to Airbus Industries' Headquarters in Toulouse, France where he joined the Engineering Department to assist with new aircraft development and configuration management. He assisted airlines in the service entry of the A330/A340 family in 1993.

In 1994 he moved to the USA to join an Airbus Field Service Team in Memphis, TN to support FedEx with the introduction of their new A300 Production Freighters and A310 Converted Freighters. In 1997 he left Airbus and became the Chief Development Engineer at FedEx, assisting FedEx with the inspections, acceptance and delivery of additional A300 aircraft from Toulouse, heading the technical evaluation of a Very Large Aircraft (VLA) option for FedEx and initiated an A300 Flight Deck Upgrade study. He actively participated in many 747X, A3XX and 777F pre-development workshops with Boeing and Airbus. He was instrumental in implementing very favorable commercial and technical terms with Airbus and other OEMs during aircraft contract negotiations.

Marco created the FedEx A380 Program Office which he led as FedEx's A380 Program Manager. He established A380 Readiness Committees within the company to stimulate collaboration between various departments and to help prepare FedEx, Airports and Suppliers for the arrival of the A380 fleet. He also founded and co-chaired the A380 Customer Review Board, a collaboration of A380 customers, which continues to discuss and organize the customer's concerns to Airbus on top-level A380 Program issues.

After receiving FedEx's highest employee "Five-Star" award for outstanding achievements in 2002 he was promoted to Manager Aircraft Development & Acquisitions at FedEx Aviation Services (FEASI). He became an ISTAT member in 2003, which helped him to further expand his professional relationships in the aviation industry. He left FedEx in 2006 and became the Founder and President of The Longbow Group LLC, a Memphis-based International Aviation Services Company which provides expert services to aviation companies around the world. Marco is married and has a college-age daughter attending the University of Memphis. He and his wife Kerry enjoy scuba diving, boating, golf and tennis.