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# PRESS RELEASE

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## Robert Van de Weg & ECS Group: Revolutionaries leading the change

**ECS Group HQ, 7 October 2019 – Robert Van de Weg, the unrivalled virtuoso of our industry, has chosen to support ECS Group with its transformation. Never has a GSSA had a figure of such renown as part of its teams. Through Robert Van de Weg's recruitment, the Total Cargo Management (TCM) expert aims to reaffirm its ability to guarantee cutting-edge service for airlines and offer them a range of comprehensive solutions. The industry is changing, and ECS Group has a simple message in response: "We're no longer simply a GSSA".**

"ECS Group represents the future of our industry – reinventing it and driving it forward," said Robert Van de Weg. "Joining ECS Group means making a contribution to the revival of this industry, and it means putting in place a clear and ambitious strategy, supported by digital technology and Business Intelligence tools that can help our airline clients move forward. That's why I accepted this position as CCO and it's probably the most exciting challenge of my career."

Robert isn't just any industry figure. His reputation precedes him. As well as his stellar career history (KLM Cargo, Atlas Air, Cargolux and, most recently, VP Sales & Marketing for Volga Dnepr Group, which includes AirBridgeCargo), Robert is both skilled and experienced. He has a gift for his work, and he handles challenges with style. By joining the leading GSSA, Robert Van de Weg is acting as a disruptive force – and this means that ECS Group is no longer a GSSA like any other. The group fully understands the need to reinvent itself to embody a new business model and to meet airline requirements. Beyond mere words, ECS – as a global stakeholder – is a forerunner in the sector's development. "We're completely redefining the contours of what we do. We've created a robust set-up that's built entirely around sales development, supported by an innovative digital strategy. This means that we're capable of bringing new expertise and a business vision to the table that perfectly meet the needs expressed by airlines, and Robert is without a doubt the perfect contact for our clients," said Adrien Thominet, ECS Group CEO.

Already a TCM expert, ECS Group is continuing its transformation with a total break from the traditional GSA model. Sales teams – who were already well equipped thanks to existing investment in the group's digital transition – are trained and fully capable of bringing about this change. "Robert Van de Weg is the ideal coach to help our teams reach new heights. With him at the helm of our commercial strategy, we can confidently say that we're ready for this new chapter in ECS Group's history," added Adrien Thominet.

### About ECS Group

ECS Group is the world leader in GSSA business, serving airlines. Representing hundreds of companies in over 50 countries through its 153 offices, ECS group knows it can count on its 1114 employees around the world to offer high quality service tailored to each of its partners. Thanks to this ever-increasing network, this year ECS Group has carried over 1,183,000 tons on behalf of the airlines it represents and, in this way, contributes to their growth and development on the international stage, in the air cargo sector. ECS Group has received many awards from its peers and is the favoured partner and go-to GSSA in the cargo industry.

For more details, visit the ECS Group's website: [www.ecsgroup.aero](http://www.ecsgroup.aero)

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