

Overview of Atlantic Research Technologies' Executive Search Services in Recruiting for CxO and General Management Searches

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Atlantic Research Technologies (ART), founded in 1987, specializes in global executive search for CxO and General Management roles, including CEO, COO, President, Managing Director, General Manager, Country Manager, and Vice President positions.

Their approach emphasizes a deep understanding of clients' management structures, business cultures, and objectives, prioritizing candidates who align with unique company styles for long-term success.

ART begins searches by assessing the client's existing team to identify strengths and gaps, then recruits leaders who can motivate, set realistic goals, and drive improvements.

They handle diverse executive profiles, such as multinational CEOs, turnaround specialists, leaders for family-owned firms, growth-focused executives for SMEs, private equity-backed roles, and startup CEOs navigating from R&D to profitability.

ART's long history suggests expertise in placing leaders who foster innovation, cultural fit, and sustainable growth across industries.

Expertise and Sector Coverage

ART's expertise spans multiple sectors, recruiting executives from backgrounds in sales, marketing, finance, operations, and technical fields.

They address interdepartmental fit, cultural bridges in international operations, and challenges like global expansions, team cohesion, and avoiding over-reliance on individual leaders.

Key sectors include:

- **Semiconductors and Electronics:** Roles in distribution, manufacturing, and components.
- **Industrial Products and Equipment:** Focus on automation, fabrication, and energy services.

- **Consumer Products and Services:** Encompassing CPG/FMCG, retail, electronics, and food services.
- **Medical and Health Technology:** Positions in devices and equipment.
- **Energy and Chemicals:** Including oil/gas, recycling, and specialty chemicals.
- **Aerospace and Automotive:** Covering components, services, and suppliers.
- **Other:** Logistics, software, building materials, and pharmaceuticals.

Clients range from multinationals and family-owned private companies (some centuries-old with billions in revenue) to SMEs, startups, and private equity/VC portfolio firms. ART tackles challenges like cultural/regional differences, growth management, investor accountability, and turnaround operations.

Positions Recruited

ART recruits for senior roles with full P&L responsibility, often requiring 10-15+ years of experience, strategic planning, leadership, and sector-specific knowledge.

Common titles include CEO (for startups, growth firms, or turnarounds), COO (operations-focused), President (business unit heads), Managing Director (country or regional leaders), General Manager (P&L oversight), and Country Manager (market expansion). Requirements emphasize sales orientation, team building, cultural adaptability, multilingual skills (e.g., English/Korean/Japanese), and abilities in business development, compliance, and financial management.

Global Reach

With operations since 1987, ART conducts searches in over 100 countries across six continents, tailoring to international challenges. Their work spans the Americas (US, Canada, Mexico), Europe (e.g., Germany, Italy), Asia-Pacific (Korea, Japan, Taiwan, China), and beyond, supporting clients in market entry, expansions, and cross-cultural management.

Review of Past and Current Searches

ART's searches highlight a focus on sales-driven, strategic leaders for growth, turnarounds, and international operations. Listings suggest ongoing activity, though

undated. Below is a table summarizing key examples by region, showcasing diversity in roles and sectors:

Region	Job Title	Location	Company Type	Key Requirements	Sector Relevance
US	CEO - Semiconductors	New Jersey	Medium-sized semiconductor distributor	15+ years in sales/strategic marketing; turnaround experience; strategic planner	Semiconductors
US	CEO - Industrial Equipment	Texas (Dallas-Fort Worth)	Industrial equipment division of European corporation	10+ years managing \$500M+ manufacturing; charismatic leader; entrepreneurial mindset	Industrial Equipment Manufacturing
US	CEO - Consumer Products	California (Los Angeles)	Fast-growing Asian CPG firm	Hands-on startup experience; growth strategies in CPG/FMCG; team building	Consumer Products (CPG/FMCG)
US	COO - Plastics	Texas (Houston)	Major extruded plastics firm	Engineering degree/MBA; 10+ years as COO/GM; strategic planning and leadership	Plastics Manufacturing
US	General Manager - Aerospace Products	Kansas (Wichita)	Aerospace mechanical components manufacturer	P&L for \$10-30M sales; business development with aerospace customers	Aerospace
Canada	General Manager - Aerospace	Quebec (Montreal)	Division of multinational aerospace corporation	Turnaround skills; fluent French/English; ERP transition management	Aerospace
Canada	CEO - Retail Sector	Manitoba (Winnipeg)	Leading retail firm	Track record in Canadian retail; leadership in growth and operations	Retail
Korea	General Manager - Semiconductor Capital Equipment	Seoul	Well-established semiconductor firm	Sales director experience; manage team and key accounts (e.g., Samsung); bilingual English/Korean	Semiconductor Capital Equipment
Korea	Country Manager - Food Service	Seoul	Leading American QSR firm	Franchising knowledge; P&L accountability; bilingual English/Korean	Food Service (QSR)
Japan	Managing Director - Specialty Chemicals	Tokyo	Major US chemicals firm	15+ years business experience; P&L management; bilingual Japanese/English	Specialty Chemicals

Japan	Country President - Industrial Components	Tokyo	American industrial firm	10+ years entrepreneurial leadership; fluency in Japanese/English; knowledge of labor laws	Industrial Components
Japan	General Manager - Pharmaceuticals	Tokyo/Osaka	Fast-growing US software firm	Sales leadership in life sciences; bilingual Japanese/English	Pharmaceuticals (Software)
Asia	General Manager - Consumer Audio Electronics	Major Asian location	Consumer audio electronics manufacturer	15+ years in B2B manufacturing; P&L responsibility; leadership in sales/supply chain	Consumer Audio Electronics
Taiwan	General Manager - Electronics	Kaohsiung	American electronics firm	Experience in China/Taiwan manufacturing; fluent English; new product onboarding	Electronics

These examples demonstrate ART's strength in sourcing executives for diverse, high-stakes roles, particularly in tech-heavy and consumer sectors, with an emphasis on global adaptability and results-oriented leadership.

The firm's services appear well-suited for companies scaling internationally or undergoing transformations, though quantifiable placement outcomes are not detailed.