

# **Overview of Atlantic Research Technologies' Executive Search Services in Brazil**

By Grok, 8 January 2026

Atlantic Research Technologies is a global executive search firm specializing in management recruitment, with a strong emphasis on Brazil and the broader Latin America (LATAM) region.

Recruiting in key Brazilian cities such as São Paulo, Rio de Janeiro, Campinas, São José dos Campos, Sorocaba, Guarulhos, Santos, Macaé, Curitiba, Florianópolis, Vitória, Porto Alegre, Belo Horizonte, Brasília, Recife, Salvador, Fortaleza, and Manaus, ART focuses on placing senior- and middle-management professionals for foreign companies.

Their services cater primarily to multinationals from North America, Europe, and Asia seeking to expand or optimize operations in Brazil, the Southern Cone, South America, or LATAM-wide. ART's recruitment emphasizes candidates who are bilingual or multilingual (e.g., Portuguese-English, with additional languages like Spanish, German, French, Dutch, Italian, Japanese, Korean, Mandarin Chinese, or Scandinavian), internationally trained, and aligned with the client's business ethics, style, and industry sector.

This approach ensures faster integration and higher effectiveness in roles, particularly for greenfield operations or market expansions.

## **Expertise and Recruitment Approach**

ART's expertise lies in identifying and recruiting experienced local Brazilian managers or expatriates who can bridge cultural and operational gaps for foreign clients. They prioritize candidates with proven track records in Brazil or LATAM, often from competitors or similar sectors, to enable quick contributions.

A core element of their methodology is seeking "explorers" and "hunter-prospectors"—managers with extensive local and international networks, empathy for non-Brazilian colleagues, and hands-on experience working across LATAM countries beyond major Brazilian hubs like São Paulo or Rio.

For instance, they target Brazilians who have collaborated with colleagues in cities such as Buenos Aires, Bogotá, Lima, Santiago, or Mexico City, recognizing that many domestically focused Brazilian managers may lack the regional exposure needed for LATAM leadership roles.

Unlike typical Brazilian recruiters, ART avoids assuming that São Paulo- or Rio-based managers are inherently suitable for pan-LATAM positions without evidence of cross-border experience. Instead, they leverage global specialization to pinpoint candidates with multilingual skills (especially strong Spanish for LATAM roles) and a mindset geared toward international exploration.

Searches are conducted at local, national, sub-national, or regional levels, with a focus on aligning candidates' backgrounds with the client's specific business model rather than just local market knowledge. This "ART Difference" sets them apart by ensuring recruits can effectively engage local customers, suppliers, and employees while fitting into foreign corporate cultures.

In the Portuguese-language resources, this is echoed as a targeted executive recruitment strategy for directors and managers in Brazil and LATAM, emphasizing precision in matching international firms' needs.

## **Industries Covered**

ART demonstrates broad industry coverage in Brazil, tailored to the needs of foreign multinationals. Their recruitment spans numerous sectors, reflecting Brazil's diverse economy and LATAM integration. Key industries include:

- **Automotive and Transport:** Encompassing automobile manufacturing, Tier 1 and Tier 2 suppliers, electric vehicle (EV) technologies, autonomous vehicles, automotive electronics, heavy equipment, trucks, off-road vehicles, buses, agricultural and construction vehicles, recreational vehicles, trains, subways, light rail, elevators, shipbuilding, and marine craft.
- **Industrial Electronics & Automation Equipment:** Including packaging, process equipment, contract electronics manufacturing (CEM/EMS), printed circuit boards, passive components, RF/microwave components, fiberoptics, wire and cable, connectors, electromechanical components, photovoltaics, sensors, display technologies, robotics, motion control, hydraulic components, irrigation and water technologies, safety equipment, industrial instrumentation, metrology, inspection, automation, material handling, electronic test systems, machine tools, power tools, plastic and metal components, data centers, and IT networking.

- **Consumer Products and Services (CPG/FMCG):** Covering packaged foods, dairy, snacks, beverages, cosmetics (skincare, haircare), household disposables, clothing, footwear, sporting goods, toys, consumer electronics (e.g., cellular phones, computers, peripherals, home security, furniture, appliances), luxury goods, mass retail, media, entertainment, and Internet of Things (IoT) applications.
- **Medical and Health Technology:** Medical devices, surgical instruments, equipment, dental equipment, disposables, implantable devices, imaging systems, patient monitoring, life science instrumentation, diagnostics (e.g., microscopes, spectrophotometers, PCR, chromatography, reagents, test kits, immunoassays), nutritionals, vitamins, supplements, botanicals, and wellness products.
- **Energy and Power Generation:** Petrochemicals, mining, natural resources, agribusiness, fuel cells, batteries, turbines, engines, motors, generators, power supplies, AC/DC power plants, energy services, renewable natural gas (RNG), biogas, oil and gas (upstream/downstream), offshore services, solar/photovoltaic, hydropower, geothermal, wind power.
- **Chemicals and Advanced Materials:** Specialty and bulk chemicals, resins, polymers, coatings, plastics, adhesives, sealants, biodegradable technologies, electrochemicals, pulp and paper, iron and steel, metals/alloys, composite materials, cement, concrete, building materials, stone, and tile.
- **Aerospace and Aviation:** Aircraft manufacturing, systems, components, cabin interiors, seating, entertainment, power plants, avionics, helicopter manufacturing and services, aviation services, airlines, maintenance/repair/overhaul (MRO), leasing, air cargo, and airport ground services.
- **IT and Communications Services:** Enterprise software, SaaS, consumer software, IT services, cloud technologies, mobile payments/applications, e-commerce, wireless/landline telecom, internet services, satellite services/equipment, networking equipment, and earth stations.

- **Financial Services and Fintech:** Fintech (e-banking, mobile banking, digital payments), insurance, bank cards, wealth management, family offices, private equity/venture capital, investment banking, risk management, commercial banking, capital markets, brokerage, reinsurance, real estate, debt collection, credit reporting, and diversified B2B/consumer services.
- **Logistics and Supply Chain Services:** Freight forwarding, material handling, fulfillment, warehousing, intermodal logistics, air/marine cargo, trucking, 3PL/4PL/5PL, recycling, ground/rail logistics, port management, distribution, reverse logistics, contract manufacturing, global procurement, Asian sourcing, commodity trading, quality audit, and ERP solutions.

This extensive coverage highlights ART's adaptability to Brazil's industrial landscape, which includes both domestic strengths like agribusiness and mining, and growing sectors like fintech and renewables influenced by foreign investment.

### **Types of Positions Recruited**

ART recruits for a variety of senior executive and management roles, often at LATAM regional, Brazil national, or sub-national levels. Common positions include:

- CEO
- Managing Director (Diretor Geral)
- General Manager
- Country Manager
- Sales Director (Diretor de Vendas)
- Finance Director/Manager (Diretor Financeiro)
- Plant Manager
- HR Director
- Regional LATAM Directors (Diretor Regional LATAM)

These roles are targeted for foreign companies, with a preference for candidates who have worked in similar positions at competitors or have expatriate experience. Examples of past searches are referenced, but specific current job listings are not detailed in the available resources.

The focus is on multilingual professionals capable of leading pan-LATAM business units or departments.

## **Client Types**

Clients are predominantly foreign multinationals, medium-sized international firms, and competitors from North America, Europe, and Asia. These organizations seek to enhance market share, efficiency, or establish new operations in Brazil or LATAM. ART supports clients in greenfield setups by recruiting managers who fit their global business models, rather than relying solely on local talent pools.

## **Market Insights on Brazil**

Brazil is portrayed as a leading LATAM economy with abundant talented managers, yet many are inwardly focused, with the country's economy often described as having its "back facing the rest of Latin America." Managers in urban centers like São Paulo or Rio tend to prioritize domestic deals due to cultural and logistical conveniences, resulting in limited experience in other LATAM markets. This creates a challenge for foreign companies needing regional leaders, as few Brazilian executives have direct exposure to working in places like Buenos Aires, Bogotá, or Mexico City. ART addresses this by specializing in candidates with proven cross-LATAM empathy and networks, ensuring they can navigate cultural similarities and differences effectively.

## **Unique Aspects and Advantages**

ART's "Difference" lies in its global perspective on recruitment, avoiding common pitfalls of local Brazilian firms by verifying candidates' regional experience rather than assuming it. Their ability to identify rare "explorer" traits—such as international aspirations and cross-border contacts—provides a competitive edge for clients aiming for LATAM-wide success. Additionally, their multilingual recruitment (e.g., prioritizing strong Spanish for Brazilians in regional roles) and coverage of niche industries like advanced materials and fintech enhance their value.

Overall, ART positions itself as a bridge for international companies entering or expanding in Brazil, leveraging deep market knowledge to deliver culturally and strategically aligned talent.