

Overview of Atlantic Research Technologies' Executive Search Services in California

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Atlantic Research Technologies (ART), founded in 1987, specializes in executive search and management recruitment in California, focusing on non-bureaucratic, results-oriented senior and middle managers for mission-critical roles.

The firm covers Northern California (including Silicon Valley areas like San Francisco, Santa Clara, San Jose, Palo Alto, Fremont, Sacramento) and Southern California (including San Diego, Carlsbad, Irvine, Los Angeles, Thousand Oaks, Long Beach, Riverside, Santa Barbara).

ART supports both local California-based companies and international firms entering or expanding in the U.S. market, sourcing talent from across the U.S. or globally from over 100 countries, including candidates capable of launching operations from scratch or managing large teams.

Services Offered

ART provides executive search services for high-impact positions, ranging from individual contributors starting new operations to leaders overseeing hundreds or thousands of staff.

Their approach emphasizes discreet headhunting over public job postings, targeting growth-oriented companies, startups, turnarounds, or expansions—often for European, Asian, or other international firms establishing a U.S. presence.

Recruitment prioritizes candidates with proven track records, industry expertise, and skills like sales growth, negotiation, global sourcing, lean manufacturing, fundraising, multilingual abilities (e.g., Japanese, Mandarin, Korean, German), and technical backgrounds (e.g., BSEE, MBA).

Functional areas include general management (CEO, COO, President), sales/marketing (VP Sales/Marketing, Sales Director), finance (CFO, VP Finance), manufacturing (VP Operations, Plant Manager), supply chain (VP Procurement, Supply Chain Director), engineering (CTO, VP Engineering), IT (CIO, VP Data Center), and human resources (CHRO, VP HR).

Industries Served

ART's executive search in California spans diverse sectors, aligning with regional strengths such as semiconductors and IT in Silicon Valley, entertainment and aerospace in Los Angeles, and medical devices in San Diego and Orange County.

Key industries include:

- **Semiconductors & Electronics:** Fabless semiconductors, materials, packaging/process/assembly/test equipment, fabs/foundries, printed circuit boards, passive/RF/MW/fiberoptic components, sensors, photovoltaics, displays, robotics, motion control, automation, hydraulic systems, irrigation/water technologies, safety equipment/PPE, instrumentation, metrology/inspection equipment, electronic test/monitoring/control systems, machine/power tools, plastic/metal components, data centers, IT networking.
- **Industrial Products & Equipment:** Automation/assembly/material handling equipment, industrial electronics, electronic chemicals, industrial plants, steel mills, agricultural mills/agribusiness, natural resources, mining, airports/seaports, recycling plants, renewable natural gas/biogas/landfills.
- **Consumer Products & Services:** CPG/FMCG, food/beverage, cosmetics/health/beauty, apparel/footwear/textiles, toys/sporting goods, IoT, consumer electronics, cellular/mobile devices, computers/peripherals, home security, furniture, appliances, luxury goods/services, retail/hospitality/travel/leisure, quick-serve restaurants, advertising/marketing, media/entertainment, automobile retail, specialized consumer services.
- **Medical & Health Technology:** Devices, surgical/dental equipment, disposables/implantables, imaging/monitoring systems, life science instrumentation (microscopes, spectrophotometers, PCR/chromatography systems), reagents/diagnostics/test kits/immunoassays, nutritionals/vitamins/supplements/botanicals/herbals, wellness products/services.
- **Energy & Power Generation:** Fuel cells, batteries, turbines/engines/motors, generators/power supplies/transformers, AC/DC power plants, energy services/equipment, oil/gas (upstream/downstream/offshore), natural gas, renewables (solar/photovoltaic, hydro, geothermal, wind).
- **Chemicals & Advanced Materials:** Specialty/bulk chemicals, resins/ polymers/ coatings/ plastics/ adhesives/ sealants, biodegradable technologies, electrochemicals, pulp/paper, iron/steel/metals/alloys/composites, cement/concrete, building materials/stone/tile.

- **Aerospace & Aviation:** Aircraft/helicopter manufacturing/systems/components/cabin interiors/seating/entertainment/power plants/avionics, services (MRO/CETS/AMM/leasing), air cargo/logistics, airport ground services.
- **Automotive & Transport:** EV battery/charging/motor control/autonomous technologies, automobile manufacturing/entertainment/electronics/telematics, buses/trucks/auto parts/off-road/agricultural/construction/recreational vehicles, trains/subways/light rail/elevators/people-movers, shipbuilding/marine craft.
- **IT & Communications:** Enterprise/SaaS/consumer software, IT/cloud/mobile payment/application/ e-commerce/ wireless/ landline/ internet/ satellite services, telecom/ networking/satellite equipment/ earth stations.
- **Fintech & Business Services:** Private equity/venture capital/investment/commercial banking/ capital markets/ brokerage/ insurance/ reinsurance/ real estate/ bank cards/ e-banking/ debt collection/credit reporting/ consumer services/ B2B services.
- **Logistics & Supply Chain:** Ground (trucking/rail), air/marine cargo, port management (container/bulk terminals), warehousing/distribution/fulfillment/reverse logistics/contract manufacturing/global procurement/Asian sourcing/commodity trading/quality audit/3PL/4PL/ERP solutions.
- **Engineering & Construction:** Power plants, IT Data Centers, Industrial infrastructure, and Agro-business.

Regional patterns include Silicon Valley for semiconductors, electronics, software, and renewables; Los Angeles/Ventura for aerospace, media, and logistics; Orange County/San Diego for medical devices, semiconductors, and aerospace.

Key Placements and Examples

ART's past searches in California emphasize sales-oriented leaders with P&L responsibility, global experience, and sector expertise for high-growth or market-entry scenarios, particularly for international companies in tech, consumer products, and manufacturing.

Notable examples include:

- **C-Level Roles:** CEO for consumer products (Los Angeles; Asian firm growth), consumer electronics (Silicon Valley; startup division of Asian conglomerate), chemicals (Southern CA; recycler P&L), medical devices (Silicon Valley; startup team-building), fabless semiconductors (Silicon Valley; leadership in global firm), alternative energy (San Diego; utility contracts), enterprise software (CA focus; European growth); President for retail (TBD; high-growth division), electromechanical power components (San Diego; wind/PV focus), consumer software (Silicon Valley; operations); COO for IT services (Bay Area; Asian firm strategy), consumer software (Silicon Valley; product management); USA Business Head for logistics (CA focus; brand-building); EVP Sales North America for IT services (Los Angeles; revenue drive in key sectors).
- **Sales & Marketing Roles:** VP Business Development & Strategy for entertainment (Los Angeles; M&A in motion pictures); VP Sales for automotive components (flexible; Japanese automakers), semiconductor capital equipment (USA; global sales), supply chain services (any; manufacturing focus); North America Sales Manager for computer hardware (open; data centers); Sales Director for consumer electronics (CA/flexible; channel management), aerospace materials (open; OEM targets), semiconductors (Orange County; IC growth); OEM Automotive Sales Manager for semiconductors/sensors (Bay Area; EV/ADAS); VP Sales & Marketing for semiconductors (Silicon Valley; embedded IC), cosmetic FMCG (Los Angeles; retail teams), consumer goods (flexible; retail relationships); SVP Sales for furniture (flexible; regional contacts); VP Marketing for security electronics (TBD; e-commerce), enterprise software (Bay Area; lead generation), videographics semiconductors (any; startup); Directors of Business Development for logistics (West Coast; 3PL in medical/electronics); US Business Development Manager for AI (Los Angeles/Bay Area; video industry); Manager of Licensing & New Business Development for consumer electronics (open; partnerships); Sales Manager for aerospace materials (Western US; OEMs/sub-tiers), electronic video equipment (Los Angeles/San Diego; displays), aerospace components (Los Angeles; P&L for OEMs); US National Sales Manager for chemicals/coatings (open; market expansion), furniture (flexible; RTA entry), PCB test equipment (Bay Area/San Diego; capital equipment); Western Regional Sales Manager for scientific instrumentation (Northern CA; materials science); Sales Representatives for building materials (Los Angeles; vendor negotiations).
- **Finance Roles:** CFO for computer electronic components (Orange County; retail operations), electronic chemicals (USA; fundraising), equipment manufacturing (Los Angeles; hands-on),

electronic components (Los Angeles; cost accounting/IPO), software (Bay Area; cash-flow), high-tech manufacturing (Southern CA; strategic plans); Americas VP Finance for government operations (Los Angeles; multicultural budgeting); VP Finance & Operations for marketing services (San Francisco; growth oversight).

- **Operations & Supply Chain Roles:** Product Manager for nanotechnology coatings (CA; global lines); Director of Product Development for security software (Silicon Valley; enterprise strategy); VP Operations Strategy implied in COO roles; Directors of Business Development for logistics (supply chain focus in 3PL).

These placements highlight a strong emphasis on tech/semiconductors in Silicon Valley, consumer services/entertainment in Los Angeles, and international expansions across hubs like Bay Area, L.A., Orange County, and San Diego.

Overall Assessment

ART shows substantial expertise in California's executive search landscape, with broad industry coverage tailored to regional strengths like tech in Silicon Valley and aerospace/entertainment in Southern California.

Their track record in recruiting C-suite and VP-level talent, especially for global expansions in semiconductors, consumer goods, and IT, reflects a robust network and targeted headhunting methods.

- [Listed Details of Specific ART Job Searches in California](#)