

Atlantic Research Technologies' Executive Search Services in the Middle East and North Africa

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Atlantic Research Technologies (ART), an American executive search firm founded in 1987, specializes in senior management executive search assignments across the Middle East and North Africa (MENA) region, including pan-Mideast regional, MEA, MEIA, sub-regional, or national levels.

The firm recruits non-bureaucratic, results-oriented senior and middle managers for international corporations based outside the MENA region seeking to expand, develop, or harmonize their businesses, as well as for forward-looking Middle Eastern conglomerates.

Candidates are typically locals or expatriates residing in the MENA region or with relevant experience, boasting strong work histories at recognizable global firms, and fluent in English (often with additional languages like Arabic, French, German, Dutch, Italian, Scandinavian, Spanish, or Turkish).

ART emphasizes minimizing risk by headhunting from direct competitors or closely related firms within the same sector.

Countries and Key Metropolitan Areas Covered

ART recruits in most MENA countries, with particular emphasis on the Gulf States and Turkey.

Specific country focuses include:

- UAE: Dubai, Abu Dhabi, Ras al-Khaimah.
- Saudi Arabia: Riyadh, Jeddah, Dammam, Khobar, Jubail.
- Turkey: Istanbul, Izmir, Bursa, Ankara, Izmit, Manisa.
- Morocco: Casablanca, Rabat, Tangier, Marrakesh, Fez.

Recruitment in these areas targets experienced, Western-trained locals and expatriates for foreign companies (primarily European and North American) to manage local, African, Gulf, or Middle Eastern business units, with a focus on increasing market share or operational efficiency.

Services Offered

ART offers executive search and management recruitment services for high-impact positions, ranging from individual contributors launching new operations to leaders managing large teams.

The approach relies on discreet headhunting rather than public job postings, targeting growth-oriented companies, startups, turnarounds, or expansions—often for European, Asian, or other international firms establishing a MENA presence.

Recruitment prioritizes candidates with proven track records, industry expertise, and skills like negotiation, global sourcing, lean manufacturing, multilingual abilities, and alignment with client business ethics and models.

Functional areas include:

- **General Management:** CEOs, COOs, Presidents, Managing Directors, General Managers, Country Managers, Regional Vice Presidents.
- **Sales, Marketing & Business Development:** CMOs, Sales and Marketing VPs/Directors/Managers, Business Development Directors.
- **Finance Management:** CFOs, Finance VPs/Directors, Financial Controllers, Financial Planning & Analysis Managers.
- **Manufacturing & Operations:** COOs, Plant Managers, Manufacturing Operations VPs/Directors, Quality Directors, Lean Directors.
- **Supply Chain Management:** VPs/Directors for Procurement, Materials, Logistics; Sourcing Managers/Directors.
- **Information Technology:** CIOs, CTOs, VPs and Directors.
- **R&D and Engineering:** CTOs, VPs and Directors.
- **Human Resources & Legal:** VP Human Resources, HR Directors/Managers, Chief Legal Counsel.

Industries Served

ART's work spans diverse sectors, with a focus on advanced technologies and services aligned with regional strengths such as energy, EPC, transport, logistics services, aviation services, and chemicals in the Gulf States and industrial products in Turkey.

Key industries include:

- Industrial Products & Equipment: Automation, material handling, machine/power tools, industrial plants, steel mills, mining, airports/seaports, recycling.
- Engineering & Construction: Power plants, steel mills, airports, EPC.
- Consumer Products & Services: CPG/FMCG, food/beverage, cosmetics, apparel, consumer electronics, retail, hospitality, media.
- Medical & Health Technology: Devices, equipment, diagnostics, life sciences, wellness products.
- Energy & Power Generation: Oil/gas (upstream/downstream/offshore), renewables (solar, wind, hydro, geothermal), fuel cells, batteries.
- Chemicals & Advanced Materials: Specialty/bulk chemicals, polymers, coatings, resins, metals, composites, building materials.
- Aerospace & Aviation: Aircraft manufacturing, components, MRO services, leasing, air cargo.
- Automotive & Transport: EVs, manufacturing, suppliers, telematics, trains, shipbuilding.
- IT & Communications: Enterprise/SaaS software, cloud, telecom services, networking equipment.
- Fintech & Business Services: Investment banking, insurance, real estate, e-banking.
- Logistics & Supply Chain: Trucking/rail, air/sea cargo, warehousing, 3PL/4PL, procurement.