

Overview of Atlantic Research Technologies' Executive Search Services in the U.S. Southwest & Mountain West

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Atlantic Research Technologies (ART), founded in 1987, specializes in executive search and management recruitment in the U.S. Southwest and Mountain West, targeting non-bureaucratic, results-oriented senior and middle managers for mission-critical roles.

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

The firm covers states including Arizona, New Mexico, Nevada, Oklahoma, Colorado, Utah, and Wyoming, with references to Texas metropolitan areas as part of the broader Southwest focus.

Key metropolitan areas include Metro-Phoenix (Phoenix, Scottsdale, Mesa, Tempe), Las Vegas, Tulsa, Metro-Denver (Denver, Boulder, Longmont, Fort Collins), Salt Lake City, Provo, Metro-Dallas-Fort Worth (Dallas, Fort Worth, Irving, Arlington, Plano, Richardson), Metro-Houston (Houston, Katy, Sugarland, The Woodlands, Baytown, Galveston), Metro-Austin (Austin, Round Rock, San Marcos), Metro-San Antonio, and the Tex-Mex Border Region (El Paso, Laredo, McAllen, Brownsville, Harlingen, Corpus Christi).

Services Offered

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

Their approach relies on discreet headhunting rather than public job postings, focusing on targeted searches for growth-oriented companies, startups, turnarounds, or expansions—often for European or international firms building a U.S. presence.

Recruitment emphasizes candidates with proven track records, industry expertise, and skills such as negotiation, global sourcing, lean manufacturing, ERP systems, and multilingual abilities (e.g., Spanish, Japanese, German, French).

Services span functional areas including upper management (CEO, COO, President), sales and 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 work in the Southwest and Mountain West covers diverse sectors, aligning with regional strengths such as semiconductors in Phoenix and Austin, energy in Houston, and aerospace in Dallas-Fort Worth.

Key industries include:

- **Semiconductors & Electronics:** Fabless semiconductors, materials, packaging/process/assembly/test equipment, fabs/foundries, contract/electronics manufacturing services, 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/ 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, industrial infrastructure.

Regional patterns include Phoenix for semiconductors and advanced materials, Colorado for medical devices and renewables, Utah for medical devices, Dallas-Fort Worth for aerospace and logistics, Houston for petrochemicals and energy, Austin for semiconductors and IT, San Antonio for food/CPG, and the Tex-Mex border for automotive and logistics.

Key Placements and Examples

ART's past searches in the Southwest and Mountain West 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 manufacturing, logistics, and tech.

Notable examples include:

- **C-Level Roles:** CEO for industrial equipment (Dallas-Fort Worth, TX; European firm expansion); COO for plastics (TX; industrial manufacturing); USA Business Head for logistics (flexible, Southwest focus; global provider growth); President for retail (TBD, Southwest implied); North America CEO for enterprise software (Dallas, TX implied; European firm growth); President for software (Dallas, TX; IT solutions); General Manager for energy services (Houston, TX; European firm sales growth); CFO for foods (Southwest; global trading firm strategy); CFO for electronic components (TX; manufacturing operations); CFO for electronic chemicals (USA, startup; fundraising); CFO for beverages (Southwest; manufacturing growth); CFO for oil & gas (Houston/Dallas/Austin, TX; energy exploration); CFO for software (Denver, CO; IPO preparation); VP Finance for industrial equipment (Dallas-Fort Worth, TX; European expansion).
- **Sales & Marketing Roles:** VP Commercial Operations and Customer Experience for pharmaceuticals (CO; growth); VP Sales/Sales Director/Sales Manager for electronics/PCB (open; global firm); VP Sales for automotive components (flexible; Japanese automakers); North America Sales Manager/Business Development Manager for computer hardware (open; data centers); VP Sales and Marketing for railway components (open; transit rail); VP Sales for petrochemical equipment (Houston, TX; O&G); VP Sales for semiconductor capital equipment (USA; global sales); VP Sales & Business Development for telematics (Southwest; European firm); North America Sales Director for aircraft interiors (open; European firm); Regional Commercial Director for scientific instrumentation (Austin/Dallas-Fort Worth/Houston, TX; European firm); Sales Director for aerospace materials (open; OEMs); Inside Sales Manager for pharmaceuticals (CO; pharma sales); Manager of Licensing & New Business Development for consumer electronics (open; partnerships); VP Marketing for security electronics (TBD; ecommerce); VP Sales for scientific instrumentation (USA; research markets); VP Sales for pressure sensitive tape (open; European expansion); VP Sales and Marketing for software (Dallas, TX; ERP); Western Regional VP Sales or Director of Sales for FMCG (Phoenix, AZ/Denver, CO/Salt Lake City, UT; retail distribution); VP Sales for foods (Houston, TX; CPG); Director of Business Development for logistics (flexible; reverse logistics); Sales Director for consumer electronics (flexible; retail/B2B); Commercial Development Manager for food packaging (open; applications); Director of Sales

for aerospace/aircraft (Dallas-Fort Worth, TX; seating products); Sales Manager for aerospace materials (open; Western US); Western USA Sales Manager for scientific instrumentation (Denver, CO/Phoenix, AZ/Houston, TX; thermal analysis); Sales Director for automation products (Houston, TX; petrochemical); VP Sales and Marketing for telecom services (Denver, CO/Salt Lake City, UT; rural telecom); VP Sales for supply chain services (any; manufacturing sales); SVP Sales for furniture (flexible; high-end); VP Marketing for videographics semiconductors (any; fabless startup); VP Sales and Marketing for consumer goods (flexible; retail); VP Sales for power equipment (Southwest; distributors); Marketing Director for air conditioners (flexible; appliances); Global Director of Sales for specialty chemicals (Dallas-Fort Worth/Houston, TX or Denver, CO; energy sector); Directors of Business Development for logistics (Southwest; 3PL); Director of Business Development for semiconductors (Austin/Dallas/Houston, TX; European design); Director of Sales & Marketing for semiconductor equipment (Dallas, TX; global); Strategic Account Manager for semiconductors (Phoenix, AZ; equipment); U.S. National Sales Manager for chemicals/coatings (open; European expansion); Business Development Manager for test equipment (Dallas, TX; energy); Western Regional Sales Manager for electronic video equipment (Phoenix/Dallas/Salt Lake City; displays); US National Sales Manager for furniture (flexible; European entry); Regional Sales Managers for metals (TX/Oklahoma; foundry); Sales Manager for electronic components (Dallas-Fort Worth, TX; retail); Business Development Director for logistics (flexible; OEMs).

- **Finance Roles:** See C-level CFO examples above; VP Finance for industrial equipment (Dallas-Fort Worth, TX; financial operations); Operations Controller for industrial/heavy equipment (Houston, TX; supply chain finance); Financial Controller for pharmaceuticals (Southwest; cost accounting).
- **Operations & Supply Chain Roles:** VP Strategic Sourcing & Procurement for information services (Dallas, TX; cost reductions); VP Supply Chain for semiconductors (AZ/TX; outsourced manufacturing); Americas Regional Head of Operations for logistics (Houston, TX; 3PL); VP Operations Strategy for multi-billion corporation (Denver/Phoenix/Houston/Dallas/Salt Lake City; consulting); Director of Supply Chain for consumer electronics (Dallas-Fort Worth, TX; JIT); Director of Supply Chain for medical devices (CO; regulated industry); Sourcing Manager/Commodity Manager for industrial equipment (Brownsville, TX; LATAM); Director of Sales & Operations Planning for pharmaceuticals (Southwest; demand balancing); Director of Quality for pharmaceuticals (Denver, CO; cGMP compliance).

These placements highlight a focus on sales and operational roles in hubs like Dallas (electronics/ aerospace/ service sector), Houston (energy/logistics), Phoenix (semiconductors), Denver (software/ medical), and Austin (tech), often for international expansions in high-tech, manufacturing, and supply chain sectors.

Overall Assessment

ART exhibits strong expertise in the U.S. Southwest and Mountain West executive search market, with extensive industry coverage and a customized approach to regional economic strengths like energy, semiconductors, and logistics.

Their success in placing C-suite and VP-level talent, particularly for global firms in growth scenarios involving market entry or expansions, reflects a solid network and effective headhunting strategy.

- [Listed Details of Specific ART Job Searches in the Southwest & Mountain West](#)