

Overview of Atlantic Research Technologies' Executive Search Services the U.S. Southeast

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

The firm covers states including Virginia, North Carolina, South Carolina, Georgia, Kentucky, Tennessee, West Virginia, Arkansas, Alabama, Mississippi, Louisiana, and Florida, with emphasis on metropolitan areas such as Richmond, Raleigh-Durham, Charlotte, Atlanta, Louisville, Nashville, Memphis, Little Rock, Birmingham, New Orleans, Miami, Tampa, and Orlando.

ART supports both U.S. and international companies, particularly non-U.S. firms entering or expanding in the American market, including starting operations from the ground up.

Services Offered

ART provides executive search services for high-impact positions, ranging from individual contributors who can launch new operations to leaders managing teams of hundreds or thousands.

Their approach emphasizes headhunting over public job postings, conducting discreet, targeted searches for growth companies, startups, turnarounds, or expansions—frequently for European or Asian firms building a U.S. presence.

Recruitment prioritizes candidates with proven track records, industry expertise, and skills like negotiation, global sourcing, lean manufacturing, and multilingual abilities (e.g., German, Dutch, Spanish).

Industries Served

ART's executive search in the Southeast spans diverse sectors, aligning with regional economic strengths such as automotive in the Carolinas, logistics in Georgia and Florida, and aerospace in multiple states.

Key industries include:

- **Semiconductors & Electronics:** Fabless semiconductors, materials, packaging equipment, printed circuit boards, electronic chemicals, and components for displays, photovoltaics, and consumer electronics.

- Industrial Products & Equipment: Safety equipment, PPE, metrology, automation systems, process controls, filtration products, building materials, heavy equipment, and metals/alloys.
- Engineering & Construction: Power plants, steel mills, airports, and EPC (engineering, procurement, construction).
- Consumer Products & Services: CPG/FMCG, food and beverage, cosmetics, retail, furniture, leisure products, and e-commerce.
- Medical & Health Technology: Medical devices, surgical instruments, diagnostics, pharmaceuticals, and healthcare.
- Energy & Power Generation: Solar, wind, hydropower, oil and gas, renewables, and power systems.
- Chemicals & Advanced Materials: Polymers, coatings, resins, plastics, ceramics, adhesives, and petrochemicals.
- Aerospace & Aviation: Aircraft manufacturing, interiors, avionics, MRO services, cabin components, and materials.
- Automotive & Transport: Automobile manufacturing, EVs, tier 1/2 suppliers, railway components, trucking, and telematics.
- IT & Communications: Enterprise software, cloud technologies, telecom equipment, microwave communications, biometrics, security electronics, and scientific instrumentation.
- Fintech & Business Services: Investment banking, insurance, financial services, real estate, marketing services, and exhibitions.
- Logistics & Supply Chain: Trucking, air/sea/multimodal cargo, warehousing, 3PL/4PL, reverse logistics, and food packaging.

Regional patterns include Virginia's focus on financial services and power; North Carolina's on aerospace, software, and semiconductors; South Carolina's on automotive and chemicals; Georgia's

on logistics and aviation; Kentucky/Tennessee's on automotive and energy; Alabama's on metals and renewables; Louisiana/Mississippi's on energy and EPC; and Florida's on aviation, IT, and hospitality.

Key Placements and Examples

ART's past searches in the Southeast emphasize sales-oriented leaders with P&L responsibility, global experience, and sector expertise for high-growth or market-entry scenarios.

Notable examples include:

- **C-Level Roles:** CEO/President for consumer electronics (Atlanta, GA), enterprise software (USA), manufacturing (South Carolina), industrial automation (Southeast), service sector (South Carolina), filtration products (Southeast), telecom services (Southeast), retail (TBD), and logistics services (US); COO for telecom (Southeast), filtration (Southeast), and major telecom (Southeast); Managing Director for process controls (Southeast); General Manager for mechanical components (Southeast, e.g., Nashville, TN; Atlanta, GA); USA Business Head for logistics (US).
- **Sales & Marketing Roles:** VP Sales/Marketing for railway components (US), computer hardware (US), electronics/PCB (global), semiconductor equipment (USA; East, e.g., Virginia, Raleigh, NC), telematics (US), aircraft interiors (US), electronic components (East Coast), building materials (Southeast), logistics services (Southeast, e.g., South Carolina, Kentucky), aerospace materials (US), consumer electronics (US), pressure sensitive tape (European), software (Nashville, TN), online media (Florida), biometrics (Ft. Lauderdale, FL), scientific instrumentation (US), marketing services (Ft. Lauderdale, FL), telecommunications (Atlanta, GA; Orlando, FL; Charlotte, NC), furniture (national), electronics (Atlanta, GA), videographics semiconductors (US), packaging equipment (Southeast), supply chain services (US), optical instrumentation (RTP, NC; Atlanta, GA), and exhibitions (Atlanta, GA); Sales Director/Manager for aircraft interiors (US), logistics (Midwest flexible, e.g., South Carolina), aerospace materials (US), Latin America computer parts (Miami, FL), security electronics (TBD), adhesive tape (Southeast), food packaging (US), semiconductor equipment (Atlanta, GA), packaging equipment (Southeast), and furniture (national); Director of Business Development for logistics/reverse logistics (US flexible) and 3PL (Southeast); Manager of Licensing & New Business Development for consumer electronics (US); International Director of Channels Marketing for telecommunications (Southeast); Regional Sales Manager for metals (Southeast).

- Finance Roles: CFO for manufacturing (North Carolina), electronic chemicals (USA), and electronic equipment (implied Southeast); Head of Finance for advanced materials (Atlanta, GA); Finance & Administration Manager for import/export (Americas, implied Southeast).
- Operations & Supply Chain Roles: VP Supply Chain/Procurement for plastics (North Carolina; Atlanta, GA), heavy equipment (Tennessee), and consumer plastics (Atlanta, GA); VP Worldwide Materials for consumer electronics (confidential, Southeast implied); Senior VP Purchasing for food services (Southeast); Senior Director of Procurement for CPG (Miami, FL); Senior Director of Supply Chain for manufactured goods (Kentucky, Tennessee, etc.); Director of Strategic Sourcing for services (Charlotte, NC); Asia Sourcing Director for consumer products (Memphis, TN); Projects Director for power generation (Tennessee); Supply Chain Manager for fabrics (South Carolina), manufacturing (Nashville, TN), and chemicals (Atlanta, GA); Procurement Manager for power generation (Southeast); Materials Manager for chemicals (Atlanta, GA); Manager of Demand Planning for packaging (Virginia); MRO Buyer for building materials (Knoxville, TN).

These placements highlight a strong emphasis on supply chain and sales roles in hubs like Atlanta, Charlotte, Miami, Nashville, and Raleigh-Durham, often for international firms in manufacturing, logistics, and tech sectors.

Overall Assessment

ART shows substantial expertise in the U.S. Southeast executive search arena, with broad industry coverage and an approach tailored to regional strengths like automotive, logistics, and aerospace.

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

- [Listed Details of Specific ART Job Searches in the US Southeast](#)