

Atlantic Research Technologies' Recruitment in the Financial Services & B2B Services Sectors

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Atlantic Research Technologies (ART) operates as a global executive search firm with a specialized and highly integrated focus on the Financial Services and B2B Services sectors. Based on the provided resources, here is a review of their work in these areas:

1. Financial Services Sector Work

ART positions itself at the intersection of traditional finance and emerging technology, emphasizing its role in helping "legacy" firms modernize and helping Fintech startups scale into established leaders.

- **Focus Areas:** Their search practice spans across **Fintech** (Digital Payments, Lending Platforms, Insurtech, Regtech, Blockchain, and Open Banking) and **Traditional Financial Services** (Commercial & Investment Banking, Asset Management, Private Equity, and Insurance).
- **Target Roles:** They primarily recruit for the C-suite (CEO, CFO, COO, CIO, CTO, etc.) and senior management (Managing Directors, Country Managers, and VPs).
- **Geographic Reach:** The firm leverages a global network, highlighting a unique ability to find leaders for the "unbanked" and "uninsured" markets in regions like Latin America, Asia-Pacific, and Africa.
- **Example Searches:**
 - **Spain:** General Manager for a fast-growing Fintech firm to build a credit card business.
 - **Italy:** COO and CFO for a national financial services firm acquired by a Private Equity fund.
 - **Hong Kong:** CEO for an insurance company focusing on the SE Asia and China markets.
 - **USA:** CFO for a medium-sized financial services firm in the Northeast.

2. B2B Services Sector Work

ART defines the B2B Services sector broadly, covering a diverse range of industries where high-level strategic management is required.

- **Industry Breadth:** Their work includes Security Services, Credit Reporting, Logistics, Digital Marketing, E-Commerce, and Environmental Services.
- **Functional Specialization:** They focus on "Strategic Managers" across functions including General Management, Sales & Marketing, Supply Chain, and Finance.
- **Example Searches:**
 - **USA:** Division President for a major B2B services firm in the Northeast (\$20M+ business unit).
 - **Singapore:** Asia Pacific Director of Sales and Marketing for a B2B services firm.
 - **Netherlands:** European Managing Director for a niche Marine Insurance (B2B) firm.
 - **Global:** VP Sales for major supply chain and logistics services (e.g., candidates from firms like FedEx, UPS, or DHL).

3. Executive Search Methodology ("The ART Difference")

ART distinguishes itself from competitors through several key operational philosophies mentioned across their sector and job pages:

- **No Online Advertising:** A major point of pride is their "pure" headhunting approach. They do not list current searches online or use online advertising to find candidates, relying instead on market knowledge and direct networking.
- **Strategic Advisory:** They view their role not just as filling vacancies, but as acting as "trusted advisors" who help clients become more efficient and profitable by finding leaders with "vision to see opportunities over the horizon."
- **Global Integration:** Unlike firms that operate as loosely connected franchises, ART emphasizes a unified global search process, allowing them to recruit in a client's headquarters town while simultaneously headhunting in international markets.

- **Functional Versatility:** Their work in Finance and Sales/Marketing management is not limited to finance firms; they frequently place CFOs and Sales VPs in technical sectors like Semiconductors, Industrial Equipment, and Healthcare SaaS.

Summary of Past Placements

The job listings reveal a consistent track record of placing high-level executives in complex, multi-national environments. Notable patterns include:

- **Turnaround & Growth:** Many searches specify a need for "out-of-the-box thinkers" or leaders capable of "turnaround experiences" and "rapid growth objectives."
- **Cross-Border Expertise:** A recurring requirement in their searches is "multi-cultural fluency" and the ability to lead "multi-country teams," particularly for roles in the EMEA and Asia-Pacific regions.