

Atlantic Research Technologies' Recruitment in the Aerospace & Aviation Sector

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Atlantic Research Technologies (ART) has specialized in executive search for the **Aerospace & Aviation** sector since its founding in 1987, maintaining a strict focus on the **civilian aerospace** and **commercial aviation** markets. The firm's work in this vertical is global, covering all world regions at national, regional, and international levels.

Sector Scope and Technical Expertise

ART's recruitment history covers the entire supply chain, ranging from **Original Equipment Manufacturers (OEMs)** to Tier 1 (major sub-systems), Tier 2 (components), and Tier 3 (raw materials like titanium and composites). Their expertise is categorized into two primary areas:

- **Aircraft Design & Manufacturing:** This includes commercial airliners (narrow-body, wide-body), business and general aviation, rotary-wing aircraft (helicopters), and propulsion manufacturing (turbofan, electric/hybrid). The firm also recruits for specialized sub-assemblies such as avionics suites, flight control actuators, landing gear, and cabin interiors/entertainment systems.
- **Aviation Services:** Comprehensive coverage of Maintenance, Repair & Overhaul (MRO), Fixed-Base Operator (FBO) services, flight operations/charters, Air Traffic Management (ATM), training/simulation, and aircraft leasing/financing.

Functional Recruitment Breadth

The firm identifies and evaluates candidates for senior managerial ranks across all critical corporate departments:

- **Executive Leadership:** CEO, COO, President, Managing Director, and Country Manager.
- **Operational & Technical:** Plant Managers, Quality Directors, VP Fabrication, and heads of R&D, Engineering, and Information Technology.

- **Commercial & Administrative:** CFOs, Financial Controllers, VP Sales, Business Development Managers, and Chief Legal Counsel.

Sampling of Past Search Assignments

Past search requests illustrate ART's ability to manage complex, multi-site, and cross-cultural recruitment needs:

- **General Manager (Montreal):** A turnaround manager for a multinational aerospace corporation division, requiring fluency in French and English and experience with the 787 business expansion.
- **Managing Director, Equipment Leasing (Northeast US):** A leadership role for a firm leasing large equipment including planes and marine vessels, focusing on origination and syndication strategies.
- **General Manager, Aircraft Services (Toronto):** Overseeing ground-handling operations for wide- and narrow-body aircraft at Pearson International Airport.
- **South America Sales Director, Aircraft Interiors:** Coordinating sales for OEM and retrofit cabin interior programs for major Latin American airlines.
- **EMEA Sales Director, Aviation Services (Denmark):** Selling material supply contracts to Technical Directors at major European airlines.

Methodological Approach

Consistent with its "search as an art" philosophy, ART's aerospace practice explicitly rejects online advertising and AI-driven automated selection. Recruiters—each with at least 10 years of senior-level experience—utilize a human-centered "direct approach" to source passive candidates from competitors.¹ This ensures that placements are based on high-caliber talent aligned with a client's unique business style rather than mere availability on job boards.