

Overview of Atlantic Research Technologies' Executive Search in the Aerospace & Aviation Sector

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Atlantic Research Technologies (ART), established in 1987, has over three decades of experience conducting executive searches exclusively in the civilian aerospace and commercial aviation sector.

Their practice emphasizes discreet, networking-based recruitment for upper- and middle-management roles across a broad spectrum of technologies, products, and services.

ART supports clients in aircraft design/manufacturing and aviation services, focusing on innovation, regulatory compliance (e.g., FAA/EASA, AS9100), and global market dynamics, while explicitly excluding military or defense-related work.

Subsectors and Technologies Covered

ART's expertise encompasses the full civilian aerospace value chain:

- **Aircraft Design and Manufacturing:** Commercial airliners (narrow-body, wide-body, regional turboprops), business/general aviation (light jets, executive transports), rotary-wing (helicopters), systems/sub-assemblies (avionics, flight controls, landing gear, cabin interiors/seating/entertainment), propulsion (turbofan/turboprop engines, electric/hybrid), and materials (composites, metals/superalloys, thermoplastics/thermosets).
- **Aviation Services:** Maintenance, Repair & Overhaul (MRO) (line/heavy maintenance, engine restoration), Fixed-Base Operators (FBOs), charter/flight operations (private jets, air ambulance, cargo), air traffic management, training/simulation, aircraft leasing/financing, supply chain/logistics (spares, AOG response), airline ground handling/catering, and software (scheduling, booking).
- **Emerging & Cross-Cutting:** Sustainable aviation fuel (SAF), battery-electric/hydrogen propulsion, urban air mobility, supersonic technologies, and supply chain tiers (OEM/primes like Boeing/Airbus, Tier 1-3 suppliers).

This broad scope includes cabin interiors, avionics, composites, hydraulics, and aftermarket parts.

Key Positions and Placements

ART recruits across all major functions, with a strong emphasis on roles requiring P&L responsibility, multilingual skills, technical expertise, and turnaround/operational leadership. Sample placements highlight global, senior-level positions:

- **General Management:**

- CEOs/Presidents/Managing Directors/Country Managers/GMs: e.g., GM Aerospace (Canada-Montreal, turnaround/ERP for multinational); GM Aircraft Services (Canada-Toronto, ground handling); Managing Director Equipment Leasing (US Northeast, including planes); SVP/VP Aerospace (US Midwest-Ohio/Pittsburgh, multi-site metals/components); GM Aerospace Products (US Midwest-Wichita, mechanical components); GMs Aircraft Services (France-Paris, Netherlands); Asia GM JV Aviation (Singapore, training/simulation); Country Managers (Panama-Panama City airline; Brazil-São Paulo airline services; UAE aircraft engine repair).

- **Sales & Marketing/Business Development:**

- VP/Director/Sales Managers: e.g., VP Sales & Marketing Electronic Components (US Midwest, aerospace interconnects); Sales Directors Aerospace Materials/Seating/Interiors (US Texas-Dallas, Southwest; North America/Europe-Germany/France/Netherlands/Denmark); Sales Managers (France safety products/composites; Asia-Singapore/Taiwan/China-Beijing; South America-Brazil/Colombia MRO; EMEA aviation services).

- **Finance:**

- CFOs/VP Finance/Controllers: e.g., VP Finance High-Tech Aerospace (US California); Financial Controller Commercial Aerospace (China-Beijing).

- **Supply Chain & Procurement:**

- Directors/Managers/Buyers: e.g., Director Materials (US Pacific Northwest-Seattle); Procurement roles (US California-Los Angeles); Senior Buyer/Cost Estimator (US Texas-Dallas).

- **Operations & Engineering:**

- Plant Managers/Directors Operations: e.g., Plant Manager Aerospace (US Southeast/Canada-Montreal); Director Operations Excellence (Southeast

Asia, cabin interiors/Lean); VP Engineering Space Sector (US California-Los Angeles, satellites/ground stations).

Placements often involve OEM relationships (e.g., Airbus/Boeing), regulatory knowledge, and growth in emerging markets/Jvs.

Global Reach and Locations

ART operates worldwide across all continents, with placements in:

- North America: US (Midwest-Wichita/Ohio, Northeast-Pittsburgh, Southwest-Texas/Dallas, California-Los Angeles/Seattle, Southeast); Canada (Quebec-Montreal, Ontario-Toronto).
- Europe: France (Paris), Netherlands, Germany (Hamburg), Denmark.
- Asia: Singapore, China (Beijing), Taiwan, Southeast Asia.
- Latin America: Brazil (São Paulo), Colombia, Panama (Panama City).
- Middle East: UAE.

This supports multinational firms, JVs, and regional expansions.

Client Types and Notable Aspects

Clients include major multinationals (e.g., Boeing/Airbus suppliers, European/US cabin interiors/engine firms), Tier 1-3 suppliers, MRO/service providers, leasing companies, and startups (e.g., space sector).

ART excels in placing leaders for turnarounds, multi-site operations, Lean/AS9100 implementations, and market entries requiring cultural/language fit (e.g., French/English, Mandarin/English, Portuguese/English).

In summary, ART provides deep, specialized expertise in civilian aerospace and commercial aviation, delivering targeted global placements that drive operational excellence, innovation, and growth in a highly regulated, technology-intensive industry.