

Overview of Atlantic Research Technologies' Executive Search in the Automotive & Transport Sector

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Atlantic Research Technologies (ART) has over 30 years of experience conducting executive searches in the Automotive, Heavy Equipment, and Transport sectors.

Their practice covers a diverse range of technologies, products, and services, from traditional internal combustion vehicles to cutting-edge electric and autonomous systems, as well as broader transport modalities like rail, marine, and vertical transport.

ART specializes in discreet, networking-based recruitment for upper- and middle-management roles, often with international dimensions, emphasizing candidates with cross-cultural skills, bilingual proficiency, and expertise in global supply chains (OEM, Tier 1, Tier 2).

Subsectors and Technologies Covered

ART's expertise spans:

- **Automotive:** Passenger cars, trucks, buses; Electric Vehicles (EVs) including battery-electric (BEV), plug-in hybrids (PHEV), and fuel-cell (FCEV); powertrains (ICE, hybrid, electric, hydrogen); batteries (lithium-ion, solid-state); charging infrastructure; sensors/ADAS for autonomous driving; telematics; aftermarket parts; retail/luxury sales.
- **Heavy Equipment & Off-Road:** Agricultural machinery, construction equipment, recreational vehicles (ATVs, UTVs, snowmobiles), 4×4 off-road trucks.
- **Transport:** Rail (locomotives, high-speed trains, freight/passenger cars, light rail/metro); elevators/escalators/people-movers; marine (commercial ships, cruise vessels, offshore support, small craft).

Key focuses include sustainability (zero-emission vehicles, battery recycling), connectivity (V2X, telematics), and autonomy (from Level 2 partial to Level 4 high).

Key Positions and Placements

ART's portfolio features extensive senior placements, predominantly in general management and sales/marketing, with strong international emphasis:

● General Management:

- CEOs/Presidents/Managing Directors/Country Managers/GMs across regions: US (Midwest/Southeast for automotive parts, batteries, mechanical components); Europe (truck manufacturing, heavy-duty operations); China (multiple in Shanghai/Changzhou/Shenzhen/Guangdong for hydraulics, engine components, electronics); Korea (Seoul for parts suppliers); India (international operations, commercial vehicles, car body design); Mexico (Toluca/Tijuana/Mexico City for trucks/buses, parts, tooling); Brazil (São Paulo for heavy equipment, automotive products); Argentina (Buenos Aires); Saudi Arabia; Nigeria; Egypt (JV assembly for Africa/Mideast).
- Examples: CEO for Asian battery startup in Detroit; GM for European firm's US automotive retrofitting; Multiple China GMs for European/US/Taiwanese firms in hydraulics/electronics.

● Sales & Marketing/Business Development:

- VP/Director/National/Regional Sales Managers: US (telematics, software, semiconductors/sensors for EVs/autonomous like Tesla; railway components; logistics); Europe (Germany/UK/Italy/Czech for sensors, coatings, components); Asia (China/Japan/Korea for parts, software, chargers/batteries; Southeast Asia); Brazil/Mexico/Turkey (aftermarket, electronics, capital equipment).
- Notable: OEM Sales Manager for sensors/power products targeting Tesla/Tier 1; Business Development in Germany for automotive sensors (Bosch, VW, Mercedes, BMW); Sales Directors in Japan/Korea for components (Hyundai, Kia contacts).

● Finance:

- CFOs/Controllers: Qatar (retail automotive); Korea/Thailand/China/Mexico/Singapore/Southeast Asia (parts/suppliers, often matrix reporting).

- **Other Functions:**

- Operations/Manufacturing (Plant Managers, Lean experts in Mexico/China); Product Planning (Thailand); Supply Chain/Quality (implied in many GM roles).



Placements often involve startups, market entries, turnarounds, multilingual requirements (e.g., Mandarin/English, Portuguese/English, Korean/English), and P&L responsibility.

Global Reach and Locations

ART recruits across six continents, with heavy activity in:

- North America: US (Midwest/Detroit, Southeast, California/Silicon Valley, Southwest); Mexico.
- Asia: China (Shanghai, Beijing, Shenzhen, etc.); Korea (Seoul); Japan (Tokyo/Yokohama); India; Thailand (Bangkok); Southeast Asia/Singapore.
- Europe: Germany, Czech Republic (Prague), UK, Italy.
- Latin America: Brazil (São Paulo), Argentina (Buenos Aires), Central America.
- Middle East/Africa: Saudi Arabia, Qatar (Doha), Egypt, Nigeria.

Many searches involve cross-border hiring (e.g., European firms in Asia/US, Asian in Americas/Europe).

Client Types and Notable Aspects

Clients include multinational OEMs, Tier 1/2 suppliers (European, US, Asian, Taiwanese), startups (batteries, telematics), distributors/retailers, and JVs in emerging markets. ART excels in placing leaders for global expansions, cultural fit in diverse markets, and roles requiring OEM contacts (e.g., Ford, GM, Hyundai, Tesla, VW).

Their strength lies in handling complex, international searches in a sector undergoing rapid transformation toward electrification, autonomy, and sustainability. In summary, ART offers deep, longstanding expertise in the Automotive & Transport sector, delivering high-impact global placements that support innovation, market growth, and operational leadership in a dynamic, technology-driven industry.