

Overview of Atlantic Research Technologies'

Executive Search in the EPC Sector

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Atlantic Research Technologies (ART) is a global executive search firm specializing in recruiting senior management for the Engineering, Procurement, and Construction (EPC) sector, with a strong emphasis on infrastructure projects worldwide.

Their work covers national, regional, and global levels across all world regions, including the USA, Europe, Asia, Latin America, the Middle East, and Africa. ART focuses on discreet, networking-based searches for high-level roles, tailoring placements to client needs in complex, large-scale projects involving energy, industrial, and natural resources infrastructure.

Experience and Methodologies

ART brings extensive experience in EPC recruitment, addressing the full project lifecycle: Front-End Engineering Design (FEED), Detailed Engineering, Procurement, Construction, and Commissioning & Start-Up. They handle various risk and contract models, such as Lump Sum Turnkey (LSTK), EPCM (Engineering, Procurement, Construction Management), Design-Build, and Public-Private Partnerships (PPP/PFI).

Their methodology prioritizes responsive, customized searches for senior managers who can manage multidisciplinary teams, mitigate risks, and deliver projects on time and budget in high-stakes environments.

Subsectors and Project Types

ART's EPC expertise spans a broad range of subsectors, with significant focus on energy-related projects:

- **Energy & Power:** Oil & Gas (upstream, downstream, offshore services, natural gas, LNG), Fossil Fuel Power (coal-fired, natural gas CCGT, oil-fired), Renewable Power (solar PV, wind onshore/offshore, hydropower, geothermal, bioenergy/RNG/biogas, marine energy), Energy Storage (BESS, pumped hydro), Distributed Generation (CHP, microgrids), and Energy Services (EPC/O&M contracts).

- Industrial Infrastructure: Industrial plants (chemical/petrochemical, refineries, steel mills, food/beverage/pharma processing), data centers (hyperscale, edge computing).
- Natural Resources & Agriculture: Mining (surface/underground, mineral processing), water resources/irrigation (treatment plants, dams, desalination), agricultural mills/agribusiness, recycling plants.
- Transportation & Logistics: Airports, seaports, terminals (air/sea/trucking/rail).

Project examples include hyperscale data centers, refineries, underground mines, irrigation canals, biogas-to-energy plants, utility-scale solar/wind farms, and LNG terminals.

Key Positions and Placements

ART recruits across core functions, with many placements in energy/EPC contexts. Sample placements from their portfolio highlight global, senior-level roles:

● **General Management:**

- CEOs/Presidents/Managing Directors/Country Managers for alternative energy (e.g., windpower in US Pacific Northwest/California, Germany; photovoltaics startups; oil rig marine services in China Shanghai).
- COOs for energy services (US Texas Houston), alternative energy.
- Regional/Country Leaders: China (Shanghai, Beijing, Suzhou/Jiangsu for wind turbine components, petrochemicals, hydraulic valves), Singapore (Asia COO for oil & gas subsea), Brazil (São Paulo/Rio de Janeiro for engineering services, petrochemical equipment), Argentina (Buenos Aires for industrial equipment in energy/power), Saudi Arabia (Dammam for engineering services, petrochemical cleaning), UAE (for O&G equipment), Tanzania (East Africa drilling), South Africa (Johannesburg power generation).
- Specialized: GM for biogas/RNG plants (Latin America), hydraulic valves for petrochemical/offshore (China).

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

- VP/Director Sales for petrochemical equipment (US Houston/Canada Calgary, Global for specialty chemicals in energy), industrial equipment (Canada Edmonton).

- Commercial Managers (Norway Stavanger for petrochemical tools), Sales Directors (Central Europe for energy storage batteries).
- **Finance:**
 - CFOs/Controllers, e.g., Brazil Financial Controller (Rio de Janeiro/Macaé for energy-related contracts with Petrobras).
- **Supply Chain & Procurement:**
 - VP/Directors for oil pipeline (GCC), power generation projects (US Southeast/Northeast), oilfield equipment (US Houston).
- **Operations & Projects:**
 - Plant Managers (e.g., biogas in Latin America, industrial equipment in China Shanghai for wind/PV systems).
 - Projects Directors (US Southeast for power generation), VP Operations (US Northeast for energy storage).

Placements often require multilingual skills (e.g., Mandarin/English, Portuguese/English), P&L responsibility, cultural adaptability, and sector-specific knowledge (e.g., Petrobras contacts, Aramco/Sabich relationships).

Global Reach and LocationsART's EPC work is truly international, with placements in:

- North America: US (California/San Diego, Pacific Northwest, Texas/Houston, Southeast, Northeast/New England), Canada (Alberta/Edmonton, Calgary).
- Asia: China (Shanghai, Beijing, Suzhou/Jiangsu), Singapore.
- Latin America: Brazil (São Paulo, Rio de Janeiro), Argentina (Buenos Aires), Venezuela.
- Europe: Germany, Norway (Stavanger), Southern/Central Europe.
- Middle East/Africa: Saudi Arabia (Dammam), UAE, Tanzania, South Africa (Johannesburg).

This supports multinational expansions, JVs, startups, and operations in emerging markets.

Client Types and Notable Aspects

Clients include European/US/Asian multinationals (e.g., windpower firms, petrochemical services giants, power generation equipment manufacturers), startups (alternative energy), and service providers in oil & gas, renewables, and infrastructure.

ART excels in placing leaders for growth in renewables (wind, solar, biogas), oil & gas services, and complex EPC projects requiring technical, commercial, and regulatory expertise. In summary, ART demonstrates robust, longstanding expertise in the EPC sector, particularly in energy infrastructure, through targeted global placements that support project delivery, innovation in renewables, and expansion in challenging markets.