

# Overview of Atlantic Research Technologies' Executive Search in the Financial Services & B2B Services Sectors

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Atlantic Research Technologies (ART), established in 1987, has been actively recruiting executives in the Financial Services sector since 2000, with significant expansion into fintech and broader B2B services.

The firm conducts discreet, networking-based global searches for upper- and middle-management roles, supporting both legacy institutions undergoing digital transformation and innovative fintech/blockchain firms.

ART emphasizes placing leaders who address 21st-century challenges, such as reaching unbanked/uninsured populations (potentially billions of customers) and leveraging technologies like APIs, cloud, blockchain, and AI for competitive advantage.

## Subsectors Covered

- **Financial Services:**

- **Traditional:** Retail/commercial banking, corporate/investment banking, asset/wealth management, insurance/reinsurance, capital markets/trading, payment processing/cards, custody/securities services.
- **Digital/Fintech:** Payments/transfers, lending/credit platforms, wealth tech, insurtech, regtech/compliance, blockchain/crypto, open banking, KYC/AML, digital analytics, risk management, e-banking, mobile payments, brokerage, private equity/venture capital funds, family offices, debt services.

- **B2B Services:**

- **Professional services** including security, credit reporting, consulting/outsourcing, digital marketing, e-commerce support, event planning, environmental/analytical testing, product safety/certification.
- **Related areas:** Real estate services, logistics/procurement outsourcing, sales/marketing/CRM, and varied B2B offerings across thousands of categories.

Functions recruited span General Management, Sales & Marketing/Business Development, Finance, Supply Chain/Procurement, Operations, IT, HR, and Legal.

## Key Positions and Placements

ART's portfolio includes diverse senior roles, often with P&L responsibility, multilingual requirements (e.g., English/Mandarin, Portuguese/English, Italian/English), and expertise in growth, turnarounds, or emerging markets.

### ● Financial Services:

- **General Management:** CEO Insurance (Hong Kong); GM Credit Card Business (Madrid, Spain); Managing Director Marine Insurance (Rotterdam, Netherlands); GM Risk Mitigation Services (Shanghai, China); Managing Director Insurance (Nairobi, Kenya); GM Financial Services (various Europe/Asia/Latin America).
- **Sales & Marketing:** Director Asia Sales & Business Development Financial Software (Hong Kong/Singapore/Tokyo); Business Development Director Asset Allocation (São Paulo/Rio, Brazil); Sales Director Health Insurance to Brazilian Market (US-based); VP Sales Business Information (São Paulo); Sales Director E-Commerce Payments (Istanbul, Turkey).
- **Finance:** COO/CFO (Milan, Italy; London, UK); Chief Procurement Officer (Metro New York/New Jersey); CFO (Eastern New England; European Banking; Real Estate Investments Luxembourg); Senior Manager Transaction Services (Guangzhou, China).
- **Operations/Support:** Customer Services Manager (Hamburg, Germany).

### ● B2B Services (Broader Professional/Consulting/Outsourcing):

- **General Management:** CEO/CAO Non-Profit Services (Northeast US); President Service Sector (Southeast/Maryland US); COO Commercial Property (Southeast Asia); CEO/COO/VP Sales Internet Services (Singapore); GM Service Sector (Latin America/Mexico City/Brazil São Paulo); CEO Insurance/Services (Tanzania/Kenya).
- **Sales & Marketing:** Business Development Manager AI Services (California US); Regional/National/Americas Sales Directors (various US/Europe/Asia for B2B products/services); VP Business Development (Melbourne, Australia); VP Sales & Business Development (Seoul, Korea); Revenue Director SaaS (Shanghai, China).
- **Finance/Operations:** Multiple CFOs (various US locations like Boston, California, DC, Slovakia); VP Finance & Operations Marketing Services (San

Francisco); Director Supply Chain/Strategic Sourcing/Risk Management (US locations); CIO (Chicago).

Placements frequently involve multinational expansions, startups, or roles targeting specific markets (e.g., Brazilian expatriates, emerging Africa).

### **Global Reach and Locations**

ART recruits at global, regional, and national levels across all continents ("single planet Earth as the home market"), with strong presence in:

- North America: US (Northeast, Southeast, California, Midwest), Canada.
- Europe: Spain (Madrid), Italy (Milan), Netherlands (Rotterdam), Germany (Hamburg), UK (London), Luxembourg, Slovakia (Bratislava).
- Asia: Korea (Seoul), China (Hong Kong, Shanghai, Guangzhou), Japan (Tokyo), Singapore.
- Latin America: Brazil (São Paulo, Rio), Mexico.
- Africa/Middle East: Kenya (Nairobi), Tanzania (Dar es Salaam), Turkey (Istanbul).

### **Client Types and Notable Aspects**

Clients include legacy financial institutions (banks, insurers) remaking for digital eras, fintech/blockchain disruptors, insurtech/regtech firms, and B2B service providers (consulting, outsourcing, professional services).

ART excels in global headhunting for hard-to-fill roles requiring cultural fit, regulatory knowledge, and entrepreneurial drive, particularly for serving underserved markets or driving digital innovation.

In summary, ART demonstrates robust expertise in Financial Services (traditional and fintech) and B2B Services through targeted, international placements that foster growth, transformation, and leadership in dynamic, regulated environments.