

# Overview of Atlantic Research Technologies' Executive Search in the IT Services, Software & Communications Sector

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Atlantic Research Technologies (ART) has been active in executive recruitment for the Software, IT Services, and Communications sector since 1997, with operations spanning six continents.

The firm specializes in placing upper- and middle-management talent globally, using a discreet, networking-based approach. ART supports clients in navigating rapid technological evolution, including digital transformation, cloud adoption, cybersecurity, SaaS models, and AI integration, by identifying leaders with proven expertise in revenue growth, market expansion, and operational scaling.

## Subsectors and Technologies Covered

ART's practice is comprehensive, covering:

- **IT Services:** Consulting/advisory (digital transformation, cloud strategy), systems integration (ERP/CRM, legacy modernization), managed services (infrastructure, helpdesk), cybersecurity (SOC, zero-trust), and cloud migration/management.
- **Network Services:** WAN/LAN management, SD-WAN, network security, NOC monitoring, IoT/edge connectivity, and data center services.
- **Software:** Enterprise applications (ERP, CRM, BI/analytics), collaboration/productivity tools, industry-specific (vertical) solutions, developer platforms, and low-code/RPA.
- **SaaS-Specific:** Horizontal/vertical SaaS across operations (ERP/CRM/HCM), collaboration, marketing/sales, data/AI, IT/security/DevOps, with models like multi-tenant, API-first, and AI-embedded.
- **Communications:** Voice/telephony (VoIP, SIP), unified communications (UCaaS), contact center solutions, messaging (SMS/RCS), and MVNO services.
- **Delivery Models:** Cloud/SaaS/PaaS/IaaS, on-premise/hybrid, XaaS, with compliance focus (e.g., GDPR, HIPAA).

This broad scope includes emerging areas like AI/deep learning, mobile payments, and telecom OSS/network management.

## **Key Positions and Placements**

ART recruits across functions, with heavy emphasis on General Management and Sales & Marketing, often requiring P&L responsibility, multilingual skills, startup/growth experience, and sector-specific networks (e.g., Fortune 500, telecom operators).

### **● General Management:**

- CEOs/Presidents/Managing Directors/Country GMs: Numerous placements, e.g., CEO Software (US Northeast/Pennsylvania for ERP); North America CEO Enterprise Software (fast-growing European firm in ECM/e-discovery); COO Telecom Services (US Southeast, \$100M+ revenue); China GM/Managing Director Mobile Telephones (Shanghai); Mexico CEO IT Services; Brazil Managing Director Mobile Phones (São Paulo); European President EMEA Software (Germany/Netherlands); Australia CEO Software (Melbourne); Nigeria CEO Telecom Equipment; West Africa CEO CDMA Wireless.
- Regional/Country Leaders: Germany Country Manager (data center equipment, Frankfurt/Munich); Ireland GM Software (Dublin); Latin America GM Financial Software; Puerto Rico GM Software (San Juan); GCC COO Wireless Telecom.

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

- VP/Director/Sales Managers: e.g., VP Sales Healthcare SaaS (US Northeast); EVP Sales North America IT Services (California); VP Sales Automotive Software (Detroit); Europe Sales Director IT Services/E-Commerce (Germany/Switzerland/etc.); VP Sales & Marketing EMEA Enterprise Software (Munich/Amsterdam); Asia-Pacific VP Sales Software (Hong Kong/Singapore); Japan VP Business Development IT Services (Tokyo); China Country Manager Messaging Software (Shanghai); Latin America Sales Director Billing Software (Brazil São Paulo); Mexico Sales Director Software (petrochemical); Africa Sr Sales Manager Telecom Software (South Africa); MEA VP Network Software (GCC).

Placements often involve market entries, channel/reseller management, high-quota roles, and multilingual requirements (e.g., English/ Mandarin/ Portuguese/ Spanish/ German).

## **Global Reach and Locations**

ART conducts searches at global, regional, and national levels across all world regions, with notable placements in:

- North America: US (Northeast/Boston/New York, Midwest/Michigan, Southeast/Florida, Southwest/Texas/Dallas, California/Silicon Valley/Bay Area/Los Angeles, Pacific Northwest); Canada (Ontario/Toronto).
- Europe: Germany (Frankfurt/Munich), Netherlands (Amsterdam), Switzerland, Sweden, Denmark, Belgium, Italy, UK, Ireland (Dublin), Central/Eastern Europe.
- Asia: China (Shanghai, Beijing, Qingdao, Hong Kong, Shenzhen); Japan (Tokyo); Korea (Seoul); Taiwan (Hsinchu/Taipei); Singapore; Malaysia (Kuala Lumpur); Indonesia (Jakarta); India; Southeast Asia.
- Latin America: Brazil (São Paulo), Mexico (Mexico City/Tijuana), Argentina (Buenos Aires), Puerto Rico (San Juan).
- Middle East/Africa: GCC/Qatar (Doha), Nigeria, West Africa, South Africa, East/Southern Africa, Kenya.

## **Client Types and Notable Aspects**

Clients include established multinationals (European/US/Asian telecom/software giants), fast-growing firms (SaaS startups, enterprise software scale-ups), IT services consultancies, and emerging market operators (mobile carriers, e-commerce).

ART excels in cross-border placements for expansions (e.g., European firms in US/Asia, US in Latin America/Africa), roles requiring cultural adaptability, language proficiency, and expertise in competitive areas like telecom billing, enterprise SaaS, and AI/media tech.

In summary, ART offers deep, global expertise in the IT Services, Software, and Communications sector since 1997, delivering high-impact placements that fuel innovation, international growth, and leadership in a fast-evolving digital landscape.