

Overview of Atlantic Research Technologies' Executive Search in the Logistics & Supply Chain Services Sector

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Atlantic Research Technologies (ART), founded in 1987, has unparalleled experience in executive recruitment for the logistics services and supply chain management sector, predating widespread adoption of the term "supply chain."

The firm maintains deep expertise across both provider-side (e.g., 3PL/4PL/5PL logistics companies, freight forwarders, marine/port terminal operators) and customer-side (supply chain roles within manufacturing and service industries).

ART conducts discreet, networking-based global searches for upper- and middle-management talent, emphasizing leaders who optimize multimodal flows, enhance efficiency, mitigate risks, and drive growth in areas like e-commerce/quick-commerce, reverse logistics, and sustainable practices.

Subsectors and Services Covered

ART's coverage spans the entire supply chain lifecycle:

- **Procurement/Inbound Logistics** — Sourcing, supplier management.
- **Production/Manufacturing Logistics** — Internal material handling, inventory control.
- **Warehousing & Distribution** — Storage, fulfillment, inventory optimization.
- **Transportation/Outbound Logistics** — Freight forwarding (air/sea/land), trucking, multimodal.
- **Demand Planning & Operations** — Forecasting, visibility, analytics.
- **Reverse Logistics** — Returns, recycling, asset recovery.
- **Customer Service/After-Sales** — Order fulfillment integration.
- **Specialized Areas** — Marine/port terminals (breakbulk/container), quick-commerce/e-commerce delivery, 3PL/4PL/5PL outsourcing, digital/AI-driven models.

Functions recruited include General Management, Sales & Marketing/Business Development, Finance, Supply Chain/Procurement/Operations, IT (e.g., CIO), and HR.

Key Positions and Placements

ART's portfolio features extensive senior placements, predominantly in General Management and Sales & Marketing, often with full P&L responsibility, multilingual requirements (e.g., English/Mandarin, Spanish/English, Portuguese/English, German/English), and experience in high-growth or startup/scale-up environments.

● General Management:

- GMs/Managing Directors/Country Managers: Breakbulk Marine Terminal (US Midwest); USA Business Head Multimodal Logistics (retail/automotive); European GM Parcel Logistics (Netherlands, billion-Euro firm); Germany GM Quick-Commerce (Berlin); Greater China GM Trucking (Shanghai); Asia-Pacific MD (Shanghai/Beijing/Shenzhen/Hong Kong); GM Singapore (US firm); Container Terminal Manager (Thailand); GM Marine Logistics (Caribbean); Latin America MD; Multiple Mexico GMs (3PL, marine, European firms); Brazil GM Freight Forwarding/Warehousing (São Paulo, Asian firm).
- Customer-side examples: VP Supply Chain (various US regions for CPG/foods, semiconductors, chemicals, consumer products); Chief Procurement Officer (US Northeast financial services).

● Sales & Marketing/Business Development:

- VP/Director/Sales Managers: VP Sales Supply Chain (US); US National Sales Director Trucking (automotive/CPG); Global Head Sales & Marketing Foods & Beverages (US Midwest Chicago); Directors Business Development Reverse Logistics/3PL (US regions, medical devices/pharma/electronics/auto); EU Sales Manager Air/Sea Cargo (Netherlands); European Accounts Director (Netherlands); Benelux/Germany/Belgium Sales Managers (freight logistics); Europe Sales Director Aerospace Logistics; Korea Sales & Marketing Director Storage Terminals; Asia VP/Business Development Managers (Singapore/Malaysia freight forwarding); China Sales Managers (logistics/software, Shanghai); Colombia/Brazil Sales Managers.

● Other Functions:

- **Finance:** CFO (Brazil/South America); Financial Controllers (Mexico); Finance & Administration Manager (US import/export).

- **Supply Chain/Procurement:** VP Strategic Sourcing (US Southwest); Senior Director Procurement Latin America (US Southeast Miami).
- **IT/HR:** CIO 3PL (US Southeast); HR Managers/Directors (Vietnam, Puerto Rico, Costa Rica).

Placements often support multinational expansions, JVs, market entries, and operational turnarounds.

Global Reach and Locations

ART operates across all world regions at national, regional, and global levels, with strong placement activity in:

- North America → US (Midwest, Southeast, Southwest, Northeast); Mexico.
- Europe → Netherlands, Germany (Berlin, Hamburg, Frankfurt), Belgium (Brussels, Antwerp).
- Asia → China (Shanghai, Beijing, Shenzhen, Hong Kong); Singapore; Thailand; Malaysia (Kuala Lumpur); Korea.
- Latin America/Caribbean → Brazil (São Paulo), Mexico, Colombia, Panama, Jamaica, Costa Rica, Puerto Rico.
- Other → Australia, Africa (implied).

Client Types and Notable Aspects

Clients include major global/multinational logistics providers (European, US, Asian firms in 3PL, freight forwarding, marine terminals), fast-growing scale-ups (quick-commerce, reverse logistics), and customer-side organizations (manufacturers in CPG, automotive, foods/beverages, semiconductors, chemicals, aerospace).

ART excels in balancing provider and customer perspectives, placing entrepreneurial leaders for competitive, low-margin environments requiring cultural adaptability, language proficiency, and expertise in sectors like retail, automotive, foods, and e-commerce.

In summary, ART offers longstanding, comprehensive expertise in the logistics and supply chain services sector through global, high-impact placements that support operational excellence, innovation, and expansion in a dynamic, interconnected industry.