

Overview of Atlantic Research Technologies' Executive Search in the Medical & Health Sector

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Atlantic Research Technologies (ART) is a global executive search firm specializing in the Medical Device, Medical Equipment, Life Sciences Instrumentation, and Health & Wellness sectors. Founded with recruitment efforts in these areas dating back to the late 1980s, ART focuses on sourcing upper- and middle-management talent for innovative companies aiming to improve human health.

Their services emphasize identifying leaders who can drive operations, expansion, and compliance in highly regulated environments, such as those governed by standards like QSR and ISO 13485.

ART's approach is rooted in a deep understanding of sector-specific technologies, key players, and challenges, including the need for personnel skilled in product development, manufacturing, and market growth across diverse regulatory classes (e.g., Class I-III devices) and functional categories like diagnostics, therapeutics, and assistive devices.

Expertise and Sector Coverage

ART demonstrates specialized knowledge across sub-sectors:

- **Medical Devices and Equipment:** Encompassing implants (e.g., cardiac, orthopedic, ocular), imaging systems, disposables, surgical instruments, dental equipment, and mobility aids. They address recruitment for roles in diagnostic, therapeutic, monitoring, and laboratory equipment.
- **Life Sciences Instrumentation:** Focused on tools like PCR systems, microscopes, mass spectrometers, chromatography, and diagnostic reagents (e.g., molecular diagnostics, immunoassays). Recruitment targets expertise in research, pathology, and automation.
- **Health & Wellness:** Covering vitamins, minerals, herbals, botanicals, probiotics, performance nutrition, and condition-specific formulas (e.g., heart health, sleep aids). This includes fortified foods, supplements, and enteral nutrition.

Their client base includes startups, biotech firms, major manufacturers, and distributors, often described as "leaders and path-breakers." ART's recruitment strategy tackles common challenges like building lean teams for market expansion, navigating IPO processes, and ensuring compliance in global operations.

Positions Recruited

ART recruits across functions including General Management, Sales & Marketing, Business Development, Finance, Supply Chain, Operations, Engineering, R&D, IT, Human Resources, and Legal.

Common titles include CEO, COO, CFO, CIO, CTO, General Manager, Managing Director, Country Manager, VP, and Director-level roles, which may involve individual contributors or overseeing large teams (e.g., 200+ staff). Requirements typically emphasize 10-15+ years of executive experience, sector-specific knowledge (e.g., medtech, pharma, or instrumentation), leadership in P&L management, multilingual skills for international roles, and strategic abilities like market development or turnaround expertise.

Global Reach

ART operates worldwide, recruiting at national, regional, and global levels across the Americas, Europe, Asia-Pacific, Middle East, and Africa. Examples from their search history highlight this breadth:

- Americas: Roles like CEO in Silicon Valley startups or VP Sales in Colorado pharmaceuticals.
- Europe: Positions such as France CEO in biomedical services, Germany Sales Director in medical devices, or Sweden General Manager in life sciences instrumentation.
- Asia-Pacific: Searches for China Managing Director in medical devices, Japan General Manager in pharmaceuticals, or Australia Commercial Manager in diagnostic instrumentation.
- Middle East/Africa: Managing Director roles in Saudi Arabia or MENA for medical devices.

This global focus supports clients in diverse markets, from high-growth Asian operations to regulated European distributions.

Review of Past and Current Searches

Based on listed searches, ART has conducted numerous executive placements, with a strong emphasis on sales and operational leadership in medical devices and related fields. Below is a table summarizing key examples by region and sector relevance:

Region	Job Title	Location	Company Type	Key Requirements	Sector Relevance
US	CEO - Medical Devices	California (Silicon Valley)	Medical Device Startup	15+ years executive mgmt; sales & compliance expertise	Medical Devices/Equipment
US	VP Commercial Operations - Pharmaceuticals	Colorado	Fast-Growing Pharma Firm	10-15 years in ops/CRM; pharma experience	Health & Wellness/Pharma
China	Greater China General Manager - Medical Devices	Beijing/Shanghai	Leading US Firm (> \$1B sales)	Manage 275+ staff; China ops experience	Medical Devices
China	China Managing Director - Scientific Instruments	Beijing	Major Instrument Firm	Sales-oriented; analytical instrumentation exp	Life Sciences Instrumentation
Europe	European Sales Manager - Medical Devices	Germany/Europe	Cardiac Products Startup	Lead sales teams; startup risk-taker	Medical Devices/Equipment
Europe	Director of Sales - Southern Europe - Scientific Instrumentation	France/Italy/Spain	Life Sciences Firm	Leadership in cross-cultural teams; life sciences exp	Life Sciences Instrumentation
Asia	Asia Sales Director - Medical Devices	Singapore	US Orthopedic Implants Firm	7+ years in implants; distribution mgmt	Medical Devices
Asia	Asia VP Sales - Vitamins	Shanghai, China	US Nutritionals Firm	Distributor relationships in OTC/vitamins	Health & Wellness
Middle East	Managing Director - MENA - Medical Devices	Flexible	Major US Firm	Sales success; Arabic fluency	Medical Devices
Europe	UK/Ireland Business Development Director - Contract Manufacturing	Ireland/UK	Contract Mfg for Medical Devices	Sales contacts in med devices; account mgmt	Medical Equipment

These examples illustrate ART's focus on roles that drive revenue, market entry, and team building, often in startups or expanding multinationals.

Overall, ART appears effective in matching high-caliber executives to complex, global needs in these sectors, though the lack of quantifiable success metrics (e.g., placement rates) limits deeper evaluation.

Their services seem particularly strong for companies entering or scaling in emerging markets like Asia.