

INDEPENDENT MANUFACTURING REPRESENTATIVE

Company:

Hudson Technologies is a leading U.S. manufacturer of precision deep drawn metal enclosures, or cases, and stampings, including metal diaphragms. With over 70 years of experience and a diverse and growing geographic, product application and customer base, Hudson Technologies is a strategic company that serves aviation, aerospace, commercial battery, electronics, flow control, implantable medical devices, irrigation, oil and gas technology, semi-conductor capital equipment, automotive and other industries worldwide. Unlike most metal forming companies Hudson Technologies' green manufacturing process produces no hazardous waste.

With over 220 employees, Hudson Technologies (www.hudson-technologies.com) is located in East Central Florida. It is a business of JSJ (www.jsjcorp.com) of Grand Haven, Michigan, a privately held U.S. corporation that actively designs, develops, markets and brands a group of durable goods and services throughout the world. All JSJ businesses share a healthy longevity as well as a set of enduring values that help govern relationships and direct decisions – Earn Trust, Learn By Doing, Work Together, and Steward Our Legacy.

Products:

- **Standard products:** catalog offers 15,000+ shapes and sizes with little to no tooling charges.
- **Engineered products:** customized tooling and parts designed to a customer's specifications.
- **Size:** Diameter .125" to 12" / Length up to 12" / Material Thickness .002" to .187"
- **Quantities:** 1 to 500,000 (including prototypes); high volume options available.
- **Special expertise:** Hudson Technologies components perform in some of the world's most highly technical and demanding environments. Proven experience with high performance metals, including stainless steel and titanium, and difficult shapes.
- **Green manufacturer:** uses biodegradable lubricants and an aqueous cleaning system.
- **Quality management system:** ISO 9001:2008 and ISO 13485:2003 certified. REACH, RoHS and ISO 14001 compliant.

Who we are looking for:

Hudson Technologies is seeking to expand its outside sales representation with people who are passionate about broadening their line of principals with an innovative company that shares their vision, goals and values.

- Are you just as comfortable reading technical blueprints and discussing precision tolerances with engineers as you are talking to purchasing agents?
- Do you have proven success selling engineered solutions?
- Do you have the desire and capacity to add a complimentary, top 5 principal?
- Do you enjoy selling through multi-level / multi-functional customer relationships?
- Do you have existing relationships with customers in our top industries?
- Do you thrive in a collaborative, strategic environment with shared goals and values?

What we offer:

- Experience working with manufacturing representatives
- Mutually beneficial financial compensation packages
- Industry specific and territory opportunities available (outside the Southeast U.S.). Industries listed above. Territories of particular interest: West Coast, Northeast, Texas and Minnesota.
- Competitive value proposition and a growing sales funnel
- Opportunity to form a sustainable business-to-business, collaborative relationship with a trusted partner
- Product training at our facility in Ormond Beach, FL
- Technical assistance for RFQs, orders and problem solving
- Sales and marketing support
- Customer literature

For more information contact:

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