


**Solutions You Need. Technologies You Trust.**

## Employment Opportunity

### Regional Account Executive Great Lakes

Hydranautics, an industry leader in membrane manufacturing, currently seeks skilled professional who will drive revenue, growth, profitability and competitive differentiation within the Great Lakes region. The **Regional Account Executive** is responsible for all sales activities in assigned territory. Develops sales strategies and forecasts sales volumes for industrial and municipal base business, project business and Process Separations business and is accountable for attaining sales objectives in the region.



**Hydranautics—  
A Nitto Denko Company...  
We make life better.**

**Water is our Earth's most precious resource**, yet more than 99 percent of the Earth's water supply is unavailable for life improving use. As the world's population grows, the demand for clean water is increasing dramatically. Our membrane filtration elements are in use worldwide, producing enough clean water daily to sustain healthy living for four hundred million people.

**Join our team** and help further our mission to provide the world with pure, safe, and accessible water supplies by providing innovative and technologically superior membrane treatment products and services.

#### MINIMUM REQUIREMENTS:

- Ability to apply understanding of Hydranautics market strategy, at a level consistent with two or more years with a successful track record in technical sales.
- The ability to become familiar with Hydranautics product lines, at a level that supports the ability to effectively describe the features and benefits of Hydranautics products to customers.
- The ability to communicate sales and technical concepts clearly, in English, verbally and in writing, to customers and internal groups of diverse native languages, cultures, and technical abilities.
- The ability to identify sales opportunities, and willingness to take action according to Nitto Denko's Business Conduct Guidelines and ethical standards.
- The ability to work independently and productively in remote locations with minimal supervision.
- Intermediate or better skills in office software applications, including Word and Excel and customer relationship management (CRM) systems.

#### CANDIDATE DIFFERENTIATORS:

In addition to the minimum requirements for the position, the ideal candidate would also possess one or more of the following qualifications:

- Knowledge of water chemistry concepts, fluid flow and water pressure, and technical writing standards, at a level typically obtained through completion of a BS degree program in engineering, chemistry or biology or two or more years experience in the water treatment or process separations industry.
- Bilingual in any language frequently used within the Nitto Denko Group or by Hydranautics customers in the region.



#### Application Procedure:

Send your resume, with salary requirements, to:

**Human Resources Dept.**  
401 Jones Road  
Oceanside, CA 92054  
[hrresumes@hydranautics.com](mailto:hrresumes@hydranautics.com)

Equal Opportunity Employer.

## Solutions You Need. Technologies You Trust.

### Employee Benefits

**Innovation**  
**Flexible Solutions**  
**Real Relationships**  
**Global Responsibility**  
**Unwavering Integrity**

**At Hydranautics, we believe in *real relationships*, not just with our customers, but with our employees as well.** Every employee has a unique role in making Hydranautics a more inspiring and rewarding place to work. We expect that all employees treat one another with respect and dignity. As good global citizens, we act in a socially responsible way in the communications where we live and work. As a Nitto Denko Company, Hydranautics is committed to a policy of equal employment opportunity and fair treatment. We prohibit our employees to engage in activities that do not maintain individual integrity and respect, even if permissible under applicable law.

It is understood that employees add "new value" directly through their contributions. Hydranautics believes that every employee has a tremendous amount of potential and we will treat all employees with due respect. We aim to share the "new value" that employees bring to the company with all Nitto Denko Group stakeholders.

**Our benefits philosophy is to attract and retain top talent by offering an attractive and competitive employee benefits program that focuses on meeting our employees' needs.**

Hydranautics offers a comprehensive employee benefit program which includes coverage for full-time employees and eligible family members. Most benefits begin on the date of hire. Employees may take advantage of the following plans:

- ✓ Medical & Prescription Drug Plans for employees and dependents with four options to meet your needs:
  - Open Access Plan (OAP) Plan
  - Preferred Provider Organization (PPO) Plan
  - Consumer Advantage Plan (CAP)
- ✓ PPO Dental Insurance for employees and dependents
- ✓ Vision Insurance for employees and dependents
- ✓ Employee Life and Accidental Death and Dismemberment Coverage
- ✓ Supplemental Life and AD&D for employees and dependents
- ✓ Employee Long Term Disability Insurance
- ✓ 401(k) Retirement Savings Plan with matching
- ✓ Two weeks vacation to start
- ✓ Twelve paid holidays per year
- ✓ Ten sick days annually
- ✓ Employee Assistance Program
- ✓ Dependent Care Reimbursement Account
- ✓ Health Care Reimbursement Account
- ✓ Tuition/Education Reimbursement Program
- ✓ Commuter Benefit Plan
- ✓ Gym Membership
- ✓ Bereavement & Jury Duty
- ✓ Dell employee discount program
- ✓ AT&T Wireless Employee discount program
- ✓ Voluntary supplemental insurance
- ✓ Pre-paid legal services
- ✓ Pet insurance

***"We think of our land and water and human resources not as static and sterile possessions but as life giving assets to be directed by wise provisions for future days."***

**- Franklin D. Roosevelt**

