

Jared Rudnick Continues to Build RMS Sales on a Foundation of Integrity, Discipline, and Long-Term Partnership

South Florida entrepreneur and technology sales leader emphasizes sustainable growth and relationship-driven success



Cutler, Florida Mar 12, 2026 ([IssueWire.com](https://www.issuewire.com)) - Jared Rudnick, Partner at RMS Sales, continues to strengthen his position as a trusted leader in the technology manufacturing sector, driven by a disciplined work ethic, long-term vision, and unwavering commitment to integrity.

With more than two decades of experience in technical sales and business development, Rudnick has built a career rooted in consistency and performance. After graduating from Wheaton College in 2001, where he played collegiate rugby following a standout high school athletic career in Massachusetts, he began his professional journey at Dynamic Details. Over 11 years, he earned multiple top-performance awards, including Highest New Customer Growth in 2008, Highest Dollar Growth in 2009, and Highest Dollars Booked in 2010.

Following the acquisition of Dynamic Details by Viasystems, Jared Rudnick received the President's Board of Excellence in 2012. Later, with TTM Technologies, Rudnick continued to distinguish himself as a high-performing sales professional before co-founding RMS Sales in 2014 with his business partner. Since then, RMS Sales has represented TTM Technologies, focusing on delivering reliable, relationship-driven solutions in a highly technical and competitive market.

“At the end of the day, success comes down to consistency and integrity,” said Rudnick. “You cannot control the market, but you can control your effort, your preparation, and how you treat people. Over time, that’s what builds something sustainable.”

A Leadership Philosophy Built on Discipline and Accountability

Rudnick credits much of his leadership approach to lessons learned through athletics and mentorship. As a former high school basketball captain and collegiate rugby player, he developed a mindset grounded in accountability, preparation, and resilience.

“Sports taught me early that leadership is about more than individual performance,” Rudnick said. “It’s about showing up every day, especially when things are not going your way. That same principle applies in business.”

At RMS Sales, Rudnick plays a key role in shaping long-term strategy, cultivating client relationships, and reinforcing a culture of reliability and trust. Rather than focusing on short-term gains, he prioritizes steady growth and meaningful partnerships.

“In a crowded market, reliability stands out,” he added. “Anyone can make promises. The difference is consistently delivering on them.”

Navigating Market Shifts with Long-Term Perspective

Operating within a fast-moving technology landscape requires adaptability. Rudnick emphasizes staying level-headed during both strong and challenging cycles.

“There are years of significant growth and years where external factors create headwinds,” he said. “You cannot get too high on the highs or too low on the lows. Business is a marathon.”

By maintaining a disciplined, long-term outlook, Rudnick has positioned RMS Sales as a dependable partner for clients seeking stability, technical expertise, and responsive service.

Commitment to Integrity and Relationship Building

Throughout his career, Rudnick has remained focused on building trust that extends beyond individual transactions. He believes integrity becomes even more important as responsibility grows.

“When stakes get higher, integrity matters more,” he said. “Short-term wins can come at a long-term cost if you’re not careful. Reputation is built over years and can be lost quickly.”

This philosophy guides both client relationships and internal operations. Rudnick works to ensure that pricing, partnerships, and commitments align with long-term sustainability for both clients and his team.

Personal Growth and Community Roots

Outside of business, Rudnick remains committed to personal development and family life. A dedicated father of two, he prioritizes balance while continuing to pursue physical fitness and lifelong learning. An avid weightlifter and passionate New England sports fan, he brings the same discipline from athletics into his professional life — values he strives to model for his children — and emphasizes that the dedication, resilience, and curiosity developed through sports and learning can shape success in every aspect of life.

He also credits his father, a business owner, as a key mentor and influence.

“My father showed me what steady leadership looks like over time,” Rudnick said. “Watching how he handled challenges shaped the way I approach both business and life.”

Looking Ahead

As RMS Sales continues to grow, Rudnick remains focused on long-term impact rather than short-term recognition.

“My goal is simple,” he said. “Build something that lasts. Be known for reliability, integrity, and consistent performance. If we stay focused on those principles, growth follows naturally.”

With more than 20 years of experience and a reputation for steady leadership, Jared Rudnick continues to demonstrate that sustainable success is built not on flashes of momentum but on discipline, accountability, and trust earned day by day.

About Jared Rudnick

Jared Rudnick is a South Florida-based entrepreneur and Partner at RMS Sales, representing TTM Technologies. A graduate of Wheaton College and former collegiate athlete, he began his career at Dynamic Details in 2001, earning multiple top-performance awards before co-founding RMS Sales in 2014. Rudnick is recognized for his integrity-driven leadership, long-term business perspective, and commitment to building trusted partnerships within the technology manufacturing sector.

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