KOYORAD

https://koyorad.com/job/account-executive-2

Account Executive – FULL TIME POSITION

Hiring organization
Koyorad Cooling Systems, Inc.

Employment Type
Full-time

Beginning of employment
ASAP

Industry
Automotive

Job Location
15 Doppler, 92618, Irvine, CA, USA

Working Hours
Monday – Friday 8am -5pm

Base Salary
$ 25 - $ 28

Date posted
05/18/2026

Description

Company Overview

Koyorad Cooling Systems, Inc. (Koyorad) is a leading manufacturer of premium automotive cooling components. We specialize in designing and producing OE aftermarket radiators, high-performance all-aluminum radiators, oil coolers, and condensers.

Position Summary

We are seeking a motivated **Account Executive** to grow our sales revenue by developing new customer relationships while maintaining strong partnerships with existing clients. This role requires a balance of account management and business development, with opportunities to engage directly with customers and represent Koyorad at industry events.

Responsibilities

Key Responsibilities

- Manage assigned accounts and maintain customer relationships
- Process and oversee purchase orders
- Visit customers to establish and strengthen business relationships
- Analyze and report on account performance
- Research market trends, pricing, demand, supply, and competitors
- Generate new business through lead development and cold calling
- Attend industry trade shows to represent Koyorad
- Handle customer inquiries and incoming phone calls
- Assist with warranty cases and provide product support
- Answer technical questions from customers and end users
- Perform additional duties as assigned

Qualifications

Minimum Qualifications

- Bachelor’s degree and 1–2 years of experience in the automotive field, or an equivalent combination of education and relevant work experience
- Strong knowledge of automotive parts, engines, and cooling systems (preferred)
- Excellent problem-solving and interpersonal skills
- Strong organizational skills with attention to detail
- Proficient in Microsoft Word, Excel, and Outlook
- Professional attitude with excellent written and verbal communication in English
- Self-motivated with the ability to work independently
- Japanese language skills a plus, but not required

Job Benefits

- Medical, Dental, Vision, Life Insurance
- Simple IRA
- Company Holidays

- Paid time off