

LILLIAN KORINEK

LINKEDIN

korineklilly@gmail.com
New York, NY

SUMMARY

Enterprise sales leader with 7+ years of experience across retail, media and entertainment. Trusted by brands including Amazon, Burberry, Michael Kors and REI, with a proven record of growing multimillion dollar Fortune 500 accounts through executive engagement and digital transformation. Currently a Large Enterprise Account Executive at Amazon Business focused on solving complex logistics challenges. Also an independent filmmaker, debuting an original pilot at the Tribeca Film Festival in 2026.

EXPERIENCE

Strategic Account Executive | Media & Entertainment

JUNE 2024– PRESENT

AMAZON | Amazon Business (Enterprise SaaS Platform)

- Achieved 109% of 2025 annual sales quota, generating \$24.1M in enterprise revenue by focusing on piloting solutions such as Vendor Managed Inventory (VMI) for Office Supplies Restock across 275+ Amazon corporate offices, developing the blueprint for Amazon Business to sell services externally.
- Part of a team of specialized Account Executives who manage Amazon Business's largest customer (Coined "Brutus") which is expected to exceed \$1B in revenue in 2026.
- Own Media and Entertainment for Brutus, serving as the main Amazon Business POC for SVPs of Prime Video, Prime Sports, Amazon MGM Studios, Audible, Wondery and Devices (Alexa and eero).
- Launched Amazon Business for Productions with MGM Studios which focused on developing bespoke kits for remote productions across the United States, Canada, Brazil and the UK, supporting production teams behind fan-favorites, such as Project Hail Mary and Wicked.
- Coordinated the launch of eero devices across Amazon's Global Fulfillment Network (FN), leading complex conversations across Devices, Global Real Estate and Facilities (GREF) and International Tax.

Enterprise Account Executive | Retail & Distribution

AUG 2022– JUNE 2024

AMAZON | Amazon Business (Enterprise SaaS Platform)

- Managed a territory of 100+ Enterprise Retailers including Burberry, Michael Kors, Hermes and REI.
- Recognized as Amazon Business Salesperson of the Year (2022) after achieving 350% of annual quota.
- Developed Amazon Business Retail Solution Set which simplified ordering supplies for daily operations, and kitted specific materials for new store builds.
- Led executive relationships and multi-year account strategies that increased customer adoption and enterprise growth, including integrating 20+ Procurement Systems (Coupa, Ariba) with Amazon Business.
- Drove customer expansion through consultative selling, executive business reviews, and cross-functional solution development, partnering with Solutions Architects, Product, Marketing, and Customer Success teams to deliver enterprise technology solutions.

Midmarket Account Executive | Retail & Distribution

JUNE 2020– AUG 2022

AMAZON | Amazon Business (Enterprise SaaS Platform)

- Managed a territory of 670+ midmarket customers, primarily Grocery Stores, across the US including Kroger, Albertson's and Fred Meyer.
- Achieved 70% YoY revenue growth (+40% to quota) via a tailored outreach strategy.
- Planned inventory and delivery across the territory, accounting for consumption variances within regional brand preferences and peak season.

EDUCATION

New York University, Shanghai

B.S., Economics and B.A., Interactive Media Arts; Minor: Economics

AWARDS

- Sales Person of the Year 2022
- Think Big Award 2022
- Woman of the Month, MARCH 2023

LANGUAGES

- English (native)
- Mandarin Chinese (proficient)
- Spanish (proficient)