

TOMMASO CORCIULO

Account Executive

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Italian & English (Native) | Spanish (Fluent)

SUMMARY

Revenue-focused commercial operator exceeding growth targets across 10 EU markets at Amazon. Delivered +26% YoY on a ~€50M portfolio (37% above target). Combines negotiation instincts with technical fluency to close complex deals, secure investment, and unlock new revenue. Previously contributed to converting a €4.3M pipeline at Microsoft.

SKILLS

Revenue Growth · Negotiation · Deal Closing · Pipeline Management · B2B SaaS · Salesforce · Dynamics 365 · Account Management · Pricing Strategy · Forecasting · Solution Selling · Stakeholder Influence · EU Expansion · Vibe Coding

EXPERIENCE

Amazon — Vendor Manager / Brand Specialist (EU10) | Jun 2025 – Present | Madrid

- Delivered +26% YoY revenue growth on ~€50M portfolio across 10 EU markets, exceeding target by 37%
- Negotiated 5x increase in vendor marketing budget (€200K+) by pitching EU expansion strategy to C-suite stakeholders
- Improved profitability +340bps YoY through weekly pricing, funding, and assortment negotiations
- Drove +100–149% YoY growth for Xiaomi Italy; executed ~45 deals/month across 300+ products and 10 marketplaces
- Led Salesforce CRM adoption to 90% in 7 weeks, identifying AI integrations that accelerated deal execution
- Built "TheCroupier" — deal platform reducing processing from 10h to 30min, eliminating errors risking €10K–€100K+
- Won EU hackathon as sole participant vs. teams, presenting to 60+ senior stakeholders

Amazon — Program Manager Intern | May – Nov 2024 | Luxembourg

- Designed strategy reducing excess FBA inventory by 4.29% (11M items); coordinated cross-functionally to remove 1.2M items worth €13.4M
- Drove seller engagement through mass campaigns and 1:1 video consultations

Microsoft — Program Manager Intern | Sep 2022 – Jul 2023 | Dublin

- Contributed to converting all 5 top pipeline prospects (€4.3M) through 1:1 outreach and deal support
- Built deal-tracking system reducing Day 1 delivery delays by 14.8%; managed pipeline in Dynamics 365

ENTREPRENEURIAL & LEADERSHIP

GreenWave — Co-Founder & Finance Lead | 2023 — Won "The Big Pitch" startup competition (30+ teams); secured NatWest Accelerator. Owned financial model and investor pitch.

President — Business & Investments Society, ARU | 2021–2022 — Grew membership from 45 to 200+. Organised 12+ events. Secured sponsorship from 2 financial firms.

Student Trustee — ARU Students' Union (Finance & Risks Board) | 2021–2022 — Elected trustee overseeing £2.5M budget. Reviewed financials, risk registers, and audit findings.

EDUCATION

BSc (Hons) Finance with Economics — First Class | Anglia Ruskin University | 2020–2024

4-year degree incl. placement year at Microsoft (60 ECTS). Corporate Finance, Econometrics, Applied Economics.

TECHNICAL

Salesforce (drove 90% adoption) · Dynamics 365 · Excel (advanced) · Python · SQL · Vibe Coding · Built 10+ automation tools reducing workflows by 75%