



Lisa Marks

Senior Vice President, General Manager, Global Business Development
American Express
Global Commercial Services

Lisa currently leads Global Business Development within the Global Commercial Services division of American Express. Her team focuses on significantly increasing American Express share among the largest domestic, multinational and global prospects and customers around the world. In this newly expanded role, Lisa works with both internal and external senior executives to pursue new large-scale business among the largest companies around the globe.

Prior to this appointment in January, 2015, Lisa led a team to sell US-based global solutions – in addition to supporting material expansion of existing global customer relationships.

Before leading Global Commercial Services multinational sales, Lisa headed up the Global Strategic Partnerships organization. In this role, she was responsible for account management, sustained retention and deep customer loyalty in support of many of American Express’ largest global payment clients. Previously, Lisa held numerous leadership roles across the Global Corporate Services organization, which included managing hundreds of customer relationships and billions of dollars in Corporate Card and B2B charge volume for American Express. She also successfully balanced both the acquisition and account management of mid-size companies, while leading her team to consistently deliver exceptional results.

Before joining the Global Commercial Services division, Lisa was a key contributor to the Small Business Services division. She maximized new Charge Card relationships through external acquisition channels such as direct mail and television and helped strengthen the value proposition through strategic partnership agreements.

Over more than 25 years at American Express, Lisa has proven her ability to consistently develop creative solutions and “win/win” relationships for customers, and among her honors are the American Express “President’s Club Award” in multiples years, “Hall of Fame Award”, and “Golden Growth Award” for her long-term contributions to the organization. Lisa was also named among the Top 100 Global Sales Leaders for 2020 by Modern Sale magazine.

Lisa received a BA in Communications from Michigan State University and served as an intern in the White House Press Office. Originally from the Northern suburbs of Chicago, Lisa now resides in Northern New Jersey with her husband and her toy poodle, Buddy. Her daughter Jessica, 19, attends UMass Amherst as an Early Education major.