

RAMIRO MILLAN

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EXPERIENCE

Vice President of Sales

Couchdrop.io

📅 11/2025 - Present 📍 Christchurch, New Zealand

Couchdrop is the modern SFTP platform for b2b file transfers, file-based automation, and data flows – simple, secure, and built for the cloud

- Responsible for all sales operations worldwide

Senior Director of Partners, Consulting, and Sales Engineering, Global

Progress Software

📅 12/2024 - 08/2025 📍 Burlington, MA United States

Progress offers the best platform for building and deploying tomorrow's applications quickly and easily—applications that harness the power of digital technologies to deliver the best user experiences

- Partner with Sales and Product leadership to shape GTM strategies, provide executive support on strategic deals, and deliver data-driven win/loss insights.
- Designed and executed organizational OKRs aligned with sales strategy, improving pipeline health.
- Drove 15% YoY growth in MENA market, establishing a new regional business stream.
- Oversaw a team of Partner Account Managers, Sales Engineers, Consultants and Solutions Architects, driving excellence through discovery and validation.
- Closed strategic partnerships with EY, Ogilvy, MRM, and McCann, creating 1 million + in partner-sourced pipeline.
- Launched vertical GTM partner model that contributed to consistent double-digit global partner-driven growth.
- Expanded customer reach via Microsoft Azure Marketplace, securing 8 net-new enterprise accounts in 2025.

Director of Partners and Consulting, Global

Progress Software Corporation

📅 07/2022 - 12/2024 📍 Burlington, MA USA

- Spearheaded global partner ecosystem program of 350+ agencies
- In charge of 20 person technical sales team.
- Standardized partner agreements to streamline onboarding and renewals, improving partner engagement.
- Delivered 90%+ of net-new business through partner ecosystem for the Digital Experience business unit.
- Established executive-level alliance with Deloitte to drive joint GTM activities.
- Introduced global Partner Roundtables, strengthening collaboration across regions.
- Implemented Salesforce reporting to track partner-driven business, reseller, and referral revenue.


EXECUTIVE SUMMARY


Accomplished global leader in software, consulting, manage file transfer and digital experience platforms with 15+ years driving growth through partnerships, services innovation, and go-to-market strategies. Proven track record in scaling partner ecosystems, launching global offices, and leading M&A integrations.


FIND ME ONLINE

 **LinkedIn**
/ramiromillan/

KEY ACHIEVEMENTS

 **Net New Through Partnerships**
Drove 90% of Sitefinity's net-new business through partners.

 **Scaled Partner Ecosystem**
Scaled Sitefinity global partner ecosystem to 350+ worldwide agencies.

 **300% Growth**
Achieved 300% revenue growth for Accedia US subsidiary within 2 years.

INTERESTS

 **Cooking**

 **Traveling**

 **Skiing**

 **Running**

MY LIFE PHILOSOPHY

It always seems impossible until it's done

Nelson Mandela

LANGUAGES

Spanish
Native 

Italian
Proficient 

Portuguese
Intermediate 

EXPERIENCE

Director, Product Management, Progress Test Studio

Progress Software Corporation

📅 03/2020 - 07/2022 📍 Burlington, MA USA

- Returned product to profitability of 12% double-digit growth in just over year of taking charge.
 - Launched new GTM strategy for Test Studio allowing us to capture market-share in key niche markets, like Finance and Education.
 - Had General Manager responsibilities managing all functions from sales, engineering, product marketing and product management.
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President of US Operations, Regional Director

Accedia, Inc

📅 11/2017 - 02/2020 📍 Boston, MA, USA

Accedia is a Professional IT Services company specializing in consulting, software development outsourcing and complex end-to-end solutions for both small to medium and large enterprises.

- Launched and scaled Accedia's US operations to profitability within 6 months.
 - Achieved 300% revenue growth within 2 years by acquiring and expanding enterprise client base.
 - Individually closed key enterprise account while scaling a 30 person consulting and delivery team.
 - Opened and led global offices in Boston, MA and San Francisco, CA.
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Manager of Professional Services, Global

Telerik/Progress

📅 2015 - 11/2017 📍 Waltham, MA, USA

- Assisted Progress/Telerik customers solve their critical business issues by matching them to the appropriate consulting services.
 - Created a go-to-market strategy for consulting.
 - Worked with and managed Progress partners for developer tooling and Sitefinity.
 - Managed a team of 20+ consultants in Professional Services.
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Customer Success Manager

Telerik/Progress

📅 2014 - 2015 📍 Waltham, MA USA

- Created and implemented first customer success program
 - Acted as a post sales liaison for customers, creating higher retention rates, expansion within accounts, and overall higher customer satisfaction.
 - Created a customer training program for Test Studio and TeamPulse.
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Senior Sales Engineer

Telerik/Progress

📅 2012 - 2014 📍 Waltham, MA USA

- Created and delivered standardized demos, enabling sales teams to communicate technical value across the ALM suite.
- Provided sales teams support with presale consulting in the ALM suite of tools.
- Co-Created internal training series "Telerik Dojo" for sales team education and support.

LANGUAGES

Bulgarian

Beginner



EXPERIENCE

TeamPulse Manager

Telerik/Progress

🏠 12/2010 - 2012 📍 Waltham, MA USA

- Took part in building the go-to-market plan to launch Telerik's first ALM tool TeamPulse.
- Built and managed a team of 4 sales and pre-sales engineers to support the product.
- Built and executed the TeamPulse sales pipeline and sales strategy.
- Proposed to Management an external customer Feedback Portal that was developed and deployed allowing for a feedback loop for our customers.

Manager of Technical Services

Membersfirst, Inc.

🏠 08/2007 - 12/2010 📍 Wayland, MA, USA

MembersFirst empowers private clubs & associations with user-friendly digital tools, concierge-level support, and agency services to acquire, engage, and retain members

- Managed a team of 5 technical services representatives and developers.
- Was part of launch team of our new suite of club management solutions, which included tee times, dinner reservations and spa appointments.
- Co-led technical team for disaster recovery planning.
- Implemented and developed online invoice payment system.