

RAMIRO MILLAN

Vice President of Sales, Global

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EXPERIENCE

Vice President of Sales, Global

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
- Designed the enterprise channel space for both Couchdrop and Movebot product lines
- Manage network of thousand MSP's worldwide ranging from small local MSP's to GSI's
- Launched company's first enterprise selling team
- Adopted and trained sales team in Sandler methodology

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 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 alliances with EY, Ogilvy, MRM, and McCann, embedding Progress's data and digital experience solutions into their client-facing service lines and generating \$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 an executive-level GSI alliance with Deloitte, co-developing solution offerings embedded in Deloitte client engagements to drive joint GTM activities
- Led a professional services engagement with T-Mobile, delivering an internal line-of-business application and building direct Telco industry relationships and domain knowledge
- Introduced global Partner Roundtables, strengthening collaboration across regions
- Implemented Salesforce reporting to track partner-driven business, reseller, and referral revenue

Director, Product Management, Progress Test Studio

Progress Software Corporation

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

- Returned product to profitability with 12% double-digit growth in just over a year of taking charge
- Launched new GTM strategy for Test Studio, capturing market share in key niche markets like Finance and Education
- Held General Manager responsibilities managing all functions across sales, engineering, product marketing, and product management

SUMMARY

Strategic alliances and channel executive with 15+ years building executive-level partnerships across the world's largest technology ecosystems, including global systems integrators. Most recently scaled partner networks at Couchdrop and Progress, forging C-suite alliances with firms like EY and Deloitte and embedding data and digital transformation solutions into their client-facing service lines. Track record of generating measurable partner-sourced pipeline and revenue through partner enablement, joint GTM, executive sponsorship programs, and account planning. Hands-on Telco industry experience, with fluency in the data, AI, and cloud platforms that power modern GSI service lines.

LANGUAGES

Spanish Native	●●●●●●
Italian Proficient	●●●●●●
Portuguese Intermediate	●●●●●●
Bulgarian Intermediate	●●●●●●

KEY ACHIEVEMENTS

-  **GSI Executive Alliances**
Built C-suite alliances with EY and Deloitte, embedding data and digital transformation solutions into their client-facing service lines and generating \$1M+ in partner-sourced pipeline
-  **Scaled Partner Ecosystem**
Grew Couchdrop/Movebot's global partner network to over 1000+ agencies and MSPs, including GSI-tier partners
-  **Partner-Driven Revenue**
Delivered 90%+ of net-new business through the partner ecosystem for Progress's Digital Experience portfolio
-  **300% Growth**
Achieved 300% revenue growth for Accedia's US subsidiary within 2 years

INTERESTS

-  **Cooking**
-  **Traveling**
-  **Skiing**
-  **Running**

MY LIFE PHILOSOPHY

🗣️ "It always seems impossible until it's done" - Nelson Mandela

EXPERIENCE

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 accounts 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 in solving critical business issues by matching them to 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 the first customer success program
 - Acted as a post-sales liaison for customers, driving higher retention rates, account expansion, and overall 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 presale consulting support to sales teams across the ALM suite of tools
 - Co-created internal training series "Telerik Dojo" for sales team education and support
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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 an external customer Feedback Portal to Management, which was developed and deployed to create a feedback loop for customers