



Mike Demopoulos

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SUMMARY

Accomplished technology leader with 10+ years of experience in business development, strategic partnerships, and cross-functional leadership across the Americas, EMEA, and APAC. Proven track record of scaling high-impact product integrations, growing partner ecosystems, and engaging with AI/LLM technology initiatives including MIT AI and Machine Learning training.

EXPERIENCE

Partnerships Lead, North America | hosting.com

April 2025 - Present, Ann Arbor, MI

HOSTING builds and operates high-performance clouds for business-critical applications.

- Drove growth and success for U.S.-based digital agencies by delivering tailored web hosting solutions, strengthening client relationships, resolving complex challenges, and providing strategic account management.
- Established and expanded strategic partnerships with key clients and industry partners, contributing to increased revenue growth and customer retention.
- Generated new business opportunities across 100+ digital agencies through relationship-driven outreach, consultative selling, and customized solution recommendations.

Head of Partnerships | [Codeable](https://codeable.io)

June 2021 - December 2024, Remote

- Led strategic partnership development initiatives that significantly increased revenue, successfully activating new partners and expanding market reach across multiple business sectors.
- Re-engaged existing partner base and elevated conference activities to unprecedented levels, while collaborating closely with Developer and Partner Communities to strengthen relationships.
- Oversaw successful development and launch of integrations with Plesk and cPanel, enabling seamless connectivity with thousands of hosts utilizing these control channels.
- Managed an extensive in-house affiliate program exceeding one thousand partners and the successful launch on the TUNE affiliate network, driving substantial growth.

Joomla Treasurer | [Joomla](https://joomla.org)

January 2019 - January 2024, Remote

- Served as Treasurer for the world's second-largest Open Source CMS, managing project budgets through QuickBooks and coordinating sponsorship teams to ensure financial stability.
- Led organization efforts for the international Joomla World Conference across three consecutive years, delivering successful large-scale events for the global community.
- Co-organized and directed JoomlaDay Minnesota activities, transforming it into North America's largest Joomla event through strategic planning and community engagement.
- Executed comprehensive marketing strategy for inaugural JoomlaDay Minnesota, achieving sold-out attendance and establishing a benchmark for future regional tech events.

Business Development Specialist – Product Evangelist | [InMotion Hosting](https://inmotionhosting.com)

October 2016 - June 2021, Remote

- Represented BoldGrid and InMotion Hosting at major industry events and conferences, delivering compelling presentations and producing influential guest content to enhance brand visibility.
- Facilitated business development initiatives and mergers and acquisitions leads, directly contributing to four successful acquisitions and significant company expansion.
- Key in launching BoldGrid's transformation from an emerging brand to a well-recognized name in the WordPress community, implementing strategic marketing initiatives for enhanced market presence.
- Spearheaded the successful integration of BoldGrid with Plesk and cPanel platforms, expanding product accessibility and strengthening market position in the hosting industry.

Senior Digital Services Manager | [MVP Marketing + Design](https://mvpmarketing.com)

August 2015 - October 2016, Minneapolis, Minnesota

- Directed digital department initiatives resulting in over 400% increased efficiency within 12 months, while implementing Joomla as the primary development framework.
- Partnered with Account Executives to secure new client relationships and boost sales revenue, significantly expanding the company's client portfolio and market presence.
- Spearheaded vendor evaluation and transition initiatives, resulting in tens of thousands of dollars in cost savings while maintaining service quality standards.
- Established streamlined operational processes and strategic partnerships that enhanced project delivery efficiency and client satisfaction rates.

Lead Developer | [SPC](https://spc.com)

June 2013 - August 2015, Blaine, MN

- Developed and maintained over 100 websites for banking and insurance industry clients, ensuring optimal performance, security compliance, and user experience standards.
 - Managed concurrent marketing projects across diverse client portfolios, delivering successful outcomes while maintaining strict adherence to timelines and budget constraints.
 - Successfully upgraded 85 websites to Joomla 3 series, preserving data integrity and implementing enhanced functionality while minimizing client disruption during transitions.
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EDUCATION

[AI and Machine Learning](#) | MIT Professional Education

Cambridge, MA, 2025

- No Code AI and Machine Learning: Building Data Science Solutions

[UX Design](#) | Block

2015

[Web Page, Digital/Multimedia and Information Resources Design](#) | The Art Institutes International-Minnesota

2005

[High School, High School/Secondary Diplomas and Certificates](#) | Minnesota Business Academy

2004

CERTIFICATIONS

[The Community MBA](#) | CMX

2021

[Regional Disney's Approach to Business Excellence](#) | Disney Institute

2020

[Power MBA](#) | the Power

2020

INVOLVEMENT

[Member & Group Leader](#) | Forbes Agency Council

January 2026 - Present

- Lead the Web Hosting & Infrastructure Group.
- Contribute articles and quotes for Forbes.com on best practices and industry trends for the agency community.
- Developed and executed a content strategy for the Forbes Agency Council's Web Hosting & Infrastructure Group, generating pieces and leadership pieces for industry publications.

[Event Organizer, Finance Team, & World Conference Team](#) | Joomla

January 2014 - Present

PUBLICATIONS

[Forbes](#)

Online, The Lifespan Of SSL Certificates Is Shrinking, And Agencies Must Adapt, 2026

- Agencies who prepare now, automate early and communicate clearly with their clients will be better positioned than those who wait.

[Forbes](#)

Online, Green Website Hosting: What Agencies Should Know, And Where To Start, 2026

- If your biggest client asked you tomorrow what you're doing to make their digital presence more energy-efficient, what would your answer be?
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SKILLS

Industry Knowledge: Outsourcing Management, Bookkeeping, Sponsorship Sales, Meeting Planning, Project Planning, Presales Technical Support, Pre-Sales Support, Mergers & Acquisitions (M&A), Developer Relations, Field Marketing, Business-to-Business (B2B), Channel Partners, Strategic Partnerships, Partner Relationship Management, Partnerships, Social Media Marketing, Customer Service, Web Development, Marketing, Sales, AI

Software: Microsoft Copilot, Machine Learning, Cloud Computing

Tools & Technologies: QuickBooks, MySQL, WordPress, Joomla, Microsoft Office, Photoshop, CSS, HTML, PHP, Adobe Photoshop, Cascading Style Sheets (CSS), SQL, WordPress, Joomla, HubSpot, Google Workspace, Microsoft Copilot

Interpersonal Skills: Leadership, Management, Public Speaking, Strategic Partnership Development, Writing
