

Carmelo Millimaci

National Director, Client Programs

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As National Director, Client Programs, Carmelo leads BLG's comprehensive key client program, transforming how the firm manages and grows client relationships. He guides an integrated team across pursuits, pricing, and client service functions while collaborating with firm leadership to deliver measurable growth and gain competitive advantage. He brings a client-focused approach combined with deep expertise in business development strategy, account planning, and proposal management.

Carmelo joins BLG with more than 20 years of business development and marketing experience in professional services, including senior leadership roles at major law firms where he led teams across multiple jurisdictions. He also has nine years of experience as an external coach and consultant, specifically around business development for service professionals as well as leadership development and team engagement coaching for clients in various sectors. His unique background as a Professional Certified Coach brings added value in leadership development and collaborative partnership building with lawyers and senior executives.

He holds extensive professional coaching credentials and studied Business Management with Toronto Metropolitan University.

Insights Rollup

- Speaker, “Simplifying Business Development Through Coaching,” The Law Office Management Association (TLOMA), March 7, 2023

- Speaker, “Biz Dev for Litigators: Sales is NOT a Four-Letter Word,” The Advocates’ Society, Nov. 1, 2022
- Speaker, “Amplifying Relationships and BD Through Coaching,” Legal Marketing Association (LMA) Canada, May 5, 2022
- Speaker, “Amplifying Professional Relationships Through Coaching,” Canada's 2SLGBTQI+ Chamber of Commerce (CGLCC) 2020 Summit, June 12, 2020
- Speaker, “Reports from the Trenches: BD Wins During a Crisis,” Ackert Inc. Webinar, June 4, 2020

Beyond Our Walls

Professional Involvement

- Member, International Coaching Federation, 2017 - present
- Board member, International Coaching Federation, Toronto Charter Chapter (Director, Marketing and Communications), 2018 - 2021
- Board member, Legal Marketing Association, Eastern Canada Region (Director, Programming Committee), 2018 - 2020

Community Involvement

- Mentor, Canada's 2SLGBQTI+ Chamber of Commerce (CGLCC), Youth and Entrepreneur, 2019 - present

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As the largest, truly full-service Canadian law firm, Borden Ladner Gervais LLP (BLG) delivers practical legal advice for domestic and international clients across more practices and industries than any Canadian firm. With over 800 lawyers, intellectual property agents and other professionals, BLG serves the legal needs of businesses and institutions across Canada and beyond – from M&A and capital markets, to disputes, financing, and trademark & patent registration.

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