

YURY AVERKIEV

+65 9112-5904 • Singapore • y@averkiev.com • <https://www.linkedin.com/in/averkiev/>

Vice President of Product Management

Accomplished product management and technology leader committed to professionalism, highly organized, able to see the big picture while paying attention to small details. Established and has grown high-trust, outstanding teams that brought to life complex, new product ideas.

Adept communicator with strong interpersonal skills, experienced in working closely with C-suite roles to deliver above-the-board quality service and products. Still as hands-on myself as in my early days.

CAREER HIGHLIGHTS

- As part of the senior leadership team transformed Acronis into a leading vendor offering a unique all-in-one SaaS cyber protection solution
 - Ownership of the product portfolio generating more than \$500mln in annual revenue
 - Responsible for driving revamping product licensing and pricing that resulted in the accelerated product adoption, decreased customer churn, and revenue growth
 - Led transition towards monthly product release cadence, which resulted in a predictable delivery timeline and enabled to support company growth targets
 - Actively participated in multiple M&A and led successful post-acquisition product integration
 - Founded an ISV company that became profitable within the first year of operation
 - Managed and mentored a global team of 40+ product and program managers
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KEY SKILLS

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| • Product Management and Product Strategy | • Cybersecurity (DLP, EDR/XDR, UEBA, SIEM) |
| • Pricing and Licensing | • Service Provider tools (Backup, DR, RMM, PSA) |
| • Coaching and Leadership | • Remote desktop, hypervisors, and VDI |
| • User Experience (UX) Design | • Microsoft management and Azure stack |
| • Requirements and agile roadmap planning | • C++, C#, STL, Java, QT, HTML |
| • Mergers & Acquisitions (M&A) | • Confluence, Jira, ScriptRunner, Jira Structure |
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CERTIFICATIONS AND TRAININGS

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| • PMP, Project Management Professional | • Certified Scrum Master |
| • Pragmatic Marketing | • Introduction to Cybersecurity by NY University |
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EMPLOYMENT EXPERIENCE

Vice President of Product Management

2018 – present

Acronis (www.acronis.com), Singapore / Switzerland

Leading an international team of product and program managers responsible for product management of all Acronis offerings. A member of the executive team that drives the company's business and market. Focused on driving the transformation of Acronis product line into next-generation Cyber Protection product offering – Acronis Cyber Protect.

Senior Product Manager

2012 – 2018

Parallels, Inc. (www.parallels.com), Singapore / Seattle, USA

Responsible for product roadmap planning, execution and coordination of engineering, marketing and sales teams to deliver Parallels' enterprise product portfolio. Products under my control generated tens of million dollars in annual revenue.

- Defined vision, scope, requirements, and user stories.
- Developed and maintained vital relationships across multiple internal and external departments with stakeholders, partners, and customers.
- Provided technical support to the sales team as they prepared RFQ/RFP responses.
- Acted as a subject-matter expert, worked with the partners and community to build awareness about Parallels' products.

Founder and Director

2004 – present

SmartCode Pte. Ltd. (www.s-code.com), Singapore

Oversee day-to-day functions of a software development company specializing in the development of network management, remote desktop, and screen sharing solutions. Assemble and manage multi-disciplinary project teams for product development.

- Directed strategic planning, product development and life cycle management of several products.
- Managed projects with budgets ranging as high as \$10M.
- Established product vision and the strategy to deliver it.

Project and Program Manager

1999 – 2004

Parallels, Inc., Singapore

Initiated and managed several highly visible projects within the organization. Coordinated with other internal departments, including QA, Operations, and Support. Supervised and conducted architecture, design, and code review activities. Mentored and coached staff.

- Successfully delivered several high-profile software projects, with budgets ranging as high as \$5M.
- Developed WBS, Project Plan and Best Practices for software development team where none existed before.
- Designed, architected, and participated in the development of a client-server framework containing more than 600,000 lines of C++ code.

Sr. Software Developer

1998 – 1999

Parallels, Inc., Singapore

Acted as Team Leader on Pervasive.SQL Control Center project. Contributed to software requirements design. Led software development and QA efforts. Supervised junior developers.

- Designed and implemented an application framework that is in use on several high-profile projects.
- Pioneered agile software development mythologies, such as "extreme" and pair programming.

VOLUNTEER WORK

Served as a member, the secretary, and the chairman of the Management Council at Changi Rise Condominium.

2012 – 2020

EDUCATION

M.S. and B.S., Computer Science

National Research University of Electronic Technology (MIET)

PERSONAL INFORMATION

Hobbies: Running, photography
Citizenship: Singaporean