**YURY AVERKIEV**

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

**Senior Vice President of Product Management**

A product management and technology leader with experience delivering $100M+ revenue generating products, committed to professionalism, highly organized, and 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 products.

CAREER HIGHLIGHTS

* Spearheaded the transformation of Acronis backup-centric product portfolio into a leading all-in-one SaaS cyber protection solution that enabled the company to achieve $2.5B+ valuation
* Led the product management of the portfolio, which generates more than $500M in annual revenue
* Managed and mentored a global team of 40+ product and technical program managers
* Coordinated revamping of product licensing, packaging, and pricing that resulted in the accelerated product adoption, decreased customer churn by 10%, and double-digit YoY revenue growth
* Initiated transition to a monthly product release schedule, which resulted in a predictable delivery timeline and enabled to support the company growth targets
* Implemented a successful post-M&A product line and product team integration of five companies
* Founded a start-up that became profitable within the first year of operation

KEY SKILLS

* Product Management and Product Strategy
* Pricing and Licensing
* Coaching and Leadership
* User Experience (UX) Design
* Requirements and agile roadmap planning
* Mergers & Acquisitions (M&A)
* Public speaking
* Cybersecurity (EPP, DLP, EDR/XDR, UEBA, SIEM)
* Data protection and endpoint management (Backup, Disaster Recovery, RMM, PSA)
* Remote desktop, hypervisors, and VDI
* Microsoft management and Azure stack
* C++, C#, STL, Java, QT, HTML
* Confluence, Jira, ScriptRunner, Jira Structure

CERTIFICATIONS AND TRAININGS

* PMP, Project Management Professional
* Pragmatic Marketing
* Certified Scrum Master
* Introduction to Cybersecurity by NY University

EMPLOYMENT EXPERIENCE

**Senior Vice President of Product Management2018 – present**

*Acronis (*[*www.acronis.com*](https://www.acronis.com/)*), Singapore / Switzerland*

* Led an international 40+ product managers team covering $500M+ B2B and B2C product portfolio
* Focused on the transformation of Acronis product line into next-generation SaaS product offering – Acronis Cyber Protect
* Ensured alignment with the executive team to ensures successful implementation of the company strategy and delivering the target KPIs

**Senior Product Manager2012 – 2018**

*Parallels, Inc. (*[*www.parallels.com*](https://www.parallels.com/)*), Singapore / Seattle, USA*

* Launched a new B2B focused product line and achieved $10M+ revenue by the end of the second year
* Increased the revenue growth of the RAS product line by 40% by rebuilding the product strategy, the GTM, the licensing and the roadmap planning
* Developed and maintained relationships across internal and external departments with stakeholders, partners, and customers
* Established a partner advisory council that helped double the number of customer feedback and promoted the product with the community

**Founder and Director2004 – present**

*SmartCode Pte. Ltd. (*[*www.s-code.com*](https://www.s-code.com/)*), Singapore*

* Established a start-up in the remote desktop and endpoint management space that became profitable within the first year of operation
* Managed consulting projects with up to $10M budgets
* Grew product deployment to 100,000 endpoints by evaluating the needs of target the market and tailored competitor displacement campaigns

**Project and Program Manager1999 – 2004**

*Parallels, Inc., Singapore*

* Delivered high-profile software projects, with budgets ranging as high as $5M
* Developed WBS, Project plans and Best practices where none existed before
* Designed and implemented a client-server framework containing more than 600,000 lines of C++ code
* Mentored and coached staff

**Sr. Software Developer 1998 – 1999**

*Parallels, Inc., Singapore*

* Designed an extendable application framework that became a foundation for multiple company products
* Pioneered agile software development mythologies, such as “extreme” and pair programming
* Acted as a team leader and a mentor to a team of 3 developers

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

Citizenship: Singaporean