

Yury Averkiev, PMP, Certified ScrumMaster

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Vice President of Product Management

I love to build great products and the challenges and the satisfaction that come with the job delivering products that truly help our customers.

Proven track record of transforming a large traditional enterprise R&D organization focused on large on premises products into an agile organization delivering both enterprise on premises products as well as innovative modern SaaS solutions based on modern technologies. Still as hands-on as in early days.

Committed to professionalism, highly organized, able to see the big picture while paying attention to small details and exhibits excellent communication skills.

CAREER HIGHLIGHTS

- Responsible for product portfolio management decisions for multi-million dollars in development and product management spent.
- Led transition to monthly release model. It required significant change in the product management and R&D mind set and resulted in predictable delivery timeline and much faster delivery of the critical new product capabilities.
- Responsible for driving pivoting change in the licensing and pricing models that resulted in accelerated adoption of the new products, increased attach rate, and revenue growth.
- Founded a software development company that became profitable within the first year of operations.
- Conceptualized, designed and implemented SmartCode VNC Manager, an endpoint management and monitoring solution installed on over 100,000 computers worldwide.
- Mentored and coached several employees that went on to receive promotions to Project and Product Management roles.

PROFESSIONAL SKILLS

- Product Management, Strategic Planning, User Experience (UX) Design, Product Development, Product Analytics
- Business Leadership, Team Development and Management, Cross-Organizational Alignment and Execution
- Agile Development, Pricing, Mergers & Acquisitions, Roadmap prioritization, Public speaking

TECHNICAL SKILLS

- C++, C#, ASP.NET, .Net technologies, WPF, STL, COM, ATL, WMI, MFC, QT library, Java.
- Remote Monitoring and Management (RMM), Professional Services Automation (PSA) software.
- RDSH, Hyper-V, Citrix remote desktop and VDI-based delivery solutions.
- Microsoft 365, Intune, Graph API, SCCM, Jamf, MDM.
- Confluence, Jira, ScriptRunner, Jira Structure, Team Foundation Server.

EMPLOYMENT EXPERIENCE

Vice President of Product Management

2018 to present

Acronis (www.acronis.com), Singapore

Leading international team of 30+ product managers responsible for product management of all Acronis offerings. A member of the executive team that drives company's business decisions. Focused on being in charge of the transformation of Acronis product line into next generation cyber protection product offering – Acronis Cyber Protect.

Senior Program Manager

2012 to 2018

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

Responsible for program 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 sales team as they prepared RFQ/RFP responses.
- Wrote functional specs detailing the development of various product features.
- Acted as a subject matter expert, worked with the partners and community to build awareness about Parallels' products.

Founder and Director

2004 to 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 multidisciplinary 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 to 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 to 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.

COMMUNITY INVOLVEMENT

Has been serving as a member, the secretary and the chairman of the Management Council at Changi Rise Condominium. **2012 to Present**

EDUCATION

B.S., Computer Science

Moscow State Institute of Electronic Technology (Technical University), Russia

M.S., Computer Science

Moscow State Institute of Electronic Technology (Technical University), Russia

CERTIFICATIONS AND TRAININGS

- Pragmatic Marketing
- PMP, Project Management Professional
- Certified ScrumMaster
- PMP Mega Exam Development Workshop
- MCTS, Microsoft Office Project 2007, Managing Projects, 2009
- MCP, Microsoft .NET Framework 2.0 - Application Development Foundation
- MCP, Developing Desktop Applications with Visual C++
- Rational RequisitePro Tool Training
- Rational Object-Oriented Analysis and Design With UML
- Rational Requirements Management with Use Cases

PERSONAL INFORMATION

Languages: fluent English and Russian

Citizenship: Singaporean