

YURY AVERKIEV

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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
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KEY SKILLS

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| • Product Management and Product Strategy | • Cybersecurity (EPP, DLP, EDR/XDR, UEBA, SIEM) |
| • Pricing and Licensing | • Data protection and endpoint management (Backup, Disaster Recovery, 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 |
| • Public speaking | |
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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

Senior Vice President of Product Management

2018 – present

Acronis (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 ensure successful implementation of the company strategy and delivering the target KPIs

Senior Product Manager**2012 – 2018***Parallels, Inc. (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 Director**2004 – present***SmartCode Pte. Ltd. (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 Manager**1999 – 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