EXECUTIVE PROFILE

Yury Averkiev

Chief Product Officer

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PROFILE

Product management executive with 20+ years of hands-on B2B SaaS experience, fueling $800M+ in cumulative ARR. Passionate about building high-impact product teams, architecting scalable platforms, and translating market problems into software people actually want to use. Known for bridging strategy and execution - whether integrating acquisitions, rebooting roadmaps, or leading transformation from the ground up. Equally at home digging into customer workflows or whiteboarding with engineers, and always focused on outcomes that move the needle for the business. Trusted partner to C-suite, driven by curiosity, and committed to continuous product innovation.

EXPERTISE

- Product & portfolio strategy
- Org design, leadership & talent development
- Board & C-suite engagement
- Cybersecurity: EDR/XDR, UEBA, SIEM, DLP, EPP, MDR
- MSP & enterprise SaaS platforms
- User experience (UX) design
- Pricing, packaging & monetization
- M&A, integration & value realization
- AI & LLMs: prompt design, RAG, tool/function calling
- Data protection & endpoint management: Backup, DR, RMM, PSA
- Remote desktop, hypervisors & VDI

EXPERIENCE

Chief Product Officer

2025 - Present

Acronis · Singapore

- Leading AI-first transformation of Acronis' cyber protection platform.
- Own global product strategy, innovation, and roadmap for Acronis' cyber protection portfolio serving MSP and enterprise customers.
- Accountable, in partnership with the CEO, CRO, and CFO, for portfolio growth, customer retention, and gross margin, with a focus on scaling ARR and gross margin.
- Align product, engineering, and go-to-market organizations around a unified cyber protection platform vision.

Senior Vice President of Product Management

2018 - 2025

Acronis · Singapore / Switzerland

- Owned strategy and execution for Acronis' endpoint, backup, DR, cybersecurity (EDR/XDR/Email Security), RMM, PSA, and True Image portfolio, driving $500M+ annual revenue across MSP and enterprise segments.
- Led transition from backup products to an integrated cyber protection SaaS platform, helping reposition Acronis as a category leader and reach a $2.5B+ valuation.
- Delivered $500M+ in ARR with double-digit YoY growth and a larger recurring revenue share.
- Built and led a 100+ person global product management team with clear portfolio ownership and strong senior product leadership.
- Redesigned licensing, packaging, and pricing, reducing churn by 10%+ and improving ARPU and unit economics while sustaining double-digit growth.

Senior Product Manager

2012 - 2018

Parallels, Inc. · 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, GTM, licensing, and 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 - 2014

SmartCode Pte. Ltd. · Singapore

- Developed one of the first RMM (Remote management and monitoring) solutions, securing 500,000+ endpoints

Project and Program Manager

1999 - 2004

Parallels, Inc. · Singapore

- Delivered high-profile software projects, with budgets ranging as high as $10M.
- Developed WBS, Project plans and best practices where none existed before.
- Designed and implemented a framework comprising 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 methodologies, such as 'extreme' and pair programming.

EDUCATION

- Master of Business Administration, Nexford University (Nov 2026)
- M.S. and B.S., Computer Science, National Research University of Electronic Technology (MIET)

CREDENTIALS

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

COMMUNITY INVOLVEMENT

Council Member, Secretary, Chairman
Changi Rise Condominium Management Council · 2012 - 2020
Served as a member, the secretary, and the chairman.

PERSONAL INFORMATION

Citizenship: Singaporean