

**Yakup Börekcioglu** is a seasoned global technology executive with more than 30 years of leadership experience spanning cybersecurity, artificial intelligence, cloud computing, enterprise technology, digital transformation, and regional business management across the Middle East, Africa, Europe, Russia, Central Asia, and APAC markets.

Currently serving as a senior technology and cybersecurity leader, Yakup has built a distinguished career driving business growth, market expansion, operational excellence, and large-scale digital transformation initiatives for some of the world's leading technology organizations. Throughout his career, he has successfully combined deep technical expertise with executive leadership capabilities, managing complex regional operations, high-growth markets, and multicultural teams across multiple geographies.

Yakup began his professional career in 1993 at **ASELSAN**, where he worked within the Production Quality Assurance division, building a strong engineering and technology foundation. He later joined **Sun Microsystems**, serving as Business Development Manager responsible for Türkiye and the Turkic Republics, where he led enterprise technology growth initiatives and sector-focused sales strategies.

In 2010, he joined **VMware** as Turkey Sales Manager, playing a key role in expanding VMware's market presence, accelerating enterprise cloud adoption, and supporting the development of cloud infrastructure programs for major enterprises and service providers across the region.

In 2012, Yakup joined **Trend Micro** as General Manager for the Mediterranean Region. Under his leadership, the company significantly expanded its cybersecurity business and strengthened its enterprise market position across multiple countries. Recognizing his success, Trend Micro promoted him to Regional Vice President in 2018, overseeing the Mediterranean region, Israel, and Qatar from the company's Dubai headquarters. His responsibilities later expanded to include Russia and the Turkic Republics, leading cybersecurity operations and strategic growth initiatives across 17 countries.

Over the course of his executive leadership career, Yakup has been responsible for regional P&L management, go-to-market strategy, enterprise sales, channel development, cybersecurity transformation programs, cloud and AI initiatives, and strategic partnerships with government entities, financial institutions, telecommunications operators, and large enterprises. His expertise spans cybersecurity, AI-driven business transformation, enterprise infrastructure, cloud technologies, digital resilience, operational leadership, and business scaling across emerging and mature markets.

In addition to his corporate leadership experience, Yakup is a recognized thought leader in cybersecurity, artificial intelligence, digital transformation, and technology innovation. He frequently contributes insights on AI adoption, cyber resilience, digital trust,

enterprise transformation, and the future of technology leadership across global markets.

Yakup holds a Bachelor's degree in Electrical and Electronics Engineering from **Hacettepe University** and a Master's degree focused on Artificial Intelligence from **Middle East Technical University (METU)**. His unique combination of engineering expertise, business leadership, and international market experience continues to position him as a trusted advisor and influential leader within the global technology industry.