



REYNOLD HARBIN

VP / DIRECTOR / DEVELOPER

+1 (415) 215-7611

@reynold@harbin.io

HIGHLIGHTS

Product and business development executive specializing in enterprise cloud services. As a product manager, I introduced leading cloud services to market and led product organizations. As a business development manager, I established productive partnerships to grow market share and accelerate revenue growth. As a developer, I defined and launched mobile apps and built backend cloud services.

WORK EXPERIENCE

FOUNDER / DEVELOPER

2016-2017

Sportler Technologies, Burlingame, CA, USA

Sportler is a native iOS app and cloud service that simplifies sports event scheduling to a few taps. Sportler saves players time, manages confirmations, and encourages group sport activities.

I developed the native iOS app and the backend cloud service. Sportler is available in the iTunes App store.

VP PRODUCT MANAGEMENT

2014-2015

Neustar, San Francisco, CA, USA

Recruited by CEO to transform legacy telecom company into a leading cloud infrastructure and information services company. Developed the product strategy to align and maximize the value of Neustar's information, security and performance services.

Managed the Cloud Security and Performance product lines (\$102M), including DNS, DDoS mitigation, and Web Performance Management. Worked closely with large enterprises and leading online brands to protect their online availability and optimize performance.

CONSULTANT

2012-2013

Harbin Consulting, Burlingame, CA, USA

Provide product strategy, business development, and program management. Projects included strategic program development for Akamai working with Apple, and product strategy for startups.

SENIOR PRODUCT LINE DIRECTOR

2007-2011

Akamai Technologies, San Mateo, CA, USA

Product Group Management for multiple Akamai product lines. Products included HTTP Downloads, Download Manager, Open Video Player (Flash, Silverlight, iOS), and all P2P content delivery initiatives.

Product lines contributed \$220M+ in annual revenue, including the first Akamai technology deployed to end user devices to improve content delivery performance at lower cost.

SENIOR DIRECTOR BUSINESS DEVELOPMENT

2003-2007

Akamai Technologies, San Mateo, CA, USA

Led business development relationships and integration of acquired technologies into Akamai product portfolio.

Developed strategic partnerships with large enterprises, such as Apple, Microsoft, and Adobe to bring high quality content delivery to the Web.

DIRECTOR PRODUCT MARKETING AND MANAGEMENT

1999-2003

Akamai Technologies, Cambridge, MA, USA

Team lead of multiple products through product lifecycle, i.e. performed market research and analysis, proposed and executed product strategy and



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WORK EXPERIENCE (continued)

plan, created product positioning, executed press outreach, product profitability management, facilitated sales training, supported sales in key accounts, and supported operations teams.

Product launches included Akamai's first commercial product, FreeFlow, as well as launches of EdgeScape (IP geo-location), Enhanced DNS (authoritative DNS) and Akamai's then most successful product - EdgeSuite (content delivery of streaming, dynamic web pages, and downloads).

SENIOR MANAGER PROFESSIONAL

1998

Verizon Business (DIGEX), Washington, DC, USA

Led Web Site Management Group (WSMG) Professional Services team offering enterprise customers with custom design, development, and implementation services for their hosted web sites.

TECHNOLOGY MANAGER

1993-1997

Accenture (Andersen Consulting), Washington, DC, USA

Managed software development for testing tools and operations architecture for a large distributed application.

Designed software for an interface to the AT&T Test Data Integration Layer system and parts of interface to the Bellcore Service Order Assignment and Control system.

System and Network Administrator for a mixed UNIX environment

EDUCATION

MOBILE APP AND BACKEND DEVELOPMENT

2016-2017

Self-taught iOS development in Swift, server development in node.js and mongoDB. Developed using docker containers for easy production deployment, google compute engine, google container engine, google stackdriver monitoring, amazon route53 & S3, and Mixpanel analytics

BS, MIS with honors

1988-1992

GMU, Fairfax, VA, USA

Business and technology degree with independent study in client / server architectures. Full scholarship winner.

KEY SKILLS



SOFTWARE & SERVICES

Xcode / Swift / iTunes Connect / Parse



Google Cloud / Amazon AWS



Node.JS / JavaScript / Parse Cloud Code



Microsoft Office / Google Apps



Docker / CLI / shell scripting



HTML5 / CSS / various web servers



ONLINE

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