

# BEAU HARBIN

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**Legislator for Cortland County / Manager of Global Training and Consulting Manager for Advanced Solutions International**

As a Consulting Manager for Client Success at ASI, I have broad experience in all aspects of managing a professional services group for an international software company. I am responsible for leading an international team of performance improvement consultants. I play a direct role in new and existing client sales by not only leading the international team of sales engineers but also by working closely with clients to understand and estimate their implementation or services projects. I am also responsible for working with client organizations at an executive leadership level.

Leading the Global ASI Training operations, which has seen a 100% increase in class registrations each of the past 2 years, is another key responsibility area. I manage the instructional design for new class development, oversee the day-to-day global operations, and execute long-term training development. Here again I lead an international team of training facilitators. As attendance and revenues have increased, the net promoter scores have remained in the top tier.

I am proud to represent my district on the Cortland County Legislature. In my time on the Legislature, I have been an active participant in numerous committees and boards, serving as Chairman of the Buildings and Grounds committee, and Vice Chair of the Southern Tier 8 Regional Planning Board, and Chairman of the Cortland County Administrator Search Committee. I am most interested in the areas of planning and development, the environment, and criminal justice. I believe both my public elected office and private company experience work together in many positive and unique ways.

## EXPERIENCE

### CORTLAND COUNTY

**JANUARY 2018 – PRESENT**

**LEGISLATOR, CORTLAND COUNTY LEGISLATURE**

Since being elected as Legislator for District 2 in Cortland County, I have been actively involved in addressing numerous issues facing our community. I have headed up the Buildings and Grounds committee, joined the board of the Cornell Cooperation Extension of Cortland County, served on the Southern Tier 8 Regional Planning Board, participated on the Mayor's Advisory Task Force for Parker School, and much more. My focus during this time has been to help ensure we move Cortland forward through economic development, environmental conservation, and social justice reform.

**JANUARY 2018 – PRESENT**

**CHAIR, BUILDINGS AND GROUNDS COMMITTEE**

We have addressed many important issues in our committee. We have handled the jail roof leak and the issues which it has caused our jail facility. We have started a long-term plan for all buildings under our management. Our focus on this committee is to provide safe, healthy and environmentally conscious facilities for all our employees and our public visitors. We take our role as stewards of these public buildings and grounds very seriously.

**JANUARY 2019 – PRESENT**

**CHAIR, CITIZEN’S ADVISORY COMMITTEE FOR COUNTY ADMINISTRATOR SEARCH**

Our committee is actively engaged in searching for a County Administrator to help lead Cortland through the coming years. We have diligently been working through the process in order to help build consensus on the right candidate for Cortland County. We have been working in an open and transparent manner with key stakeholders from across our community.

**JANUARY 2018 – PRESENT**

**MEMBER, AGRICULTURE, PLANNING AND ENVIRONMENT COMMITTEE**

Through this committee, we are able to help create new economic opportunities for Cortland County. We have been able to move forward with new alternative energy policies, which is starting to bring in new projects across the county. We have supported the continued operations of our local transit system and mobility management group, which has led to increased ridership. Through my participation in this committee, I have had the opportunity to join the boards of Southern Tier 8, Cornell Cooperative Extension of Cortland County, and the Cortland County Planning Board.

**OCTOBER 2018 – PRESENT**

**MEMBER, JUDICIARY & PUBLIC SAFETY COMMITTEE**

**JANUARY 2018 – PRESENT**

**MEMBER, PERSONNEL COMMITTEE**

**SEPTEMBER 2019 – PRESENT**

**MEMBER, CRIMINAL JUSTICE SYSTEM PROPOSAL COMMITTEE**

**JANUARY 2018 – PRESENT**

**MEMBER, CORTLAND COUNTY COMPARATIVE SERVICES & SPENDING REVIEW COMMITTEE**

**JANUARY 2018 – PRESENT**

**VICE CHAIR AND MEMBER, SOUTHERN TIER 8**

I was not sure what this board did when I volunteered, but I am glad that I did. Since joining the board, I have been able to be part of the vital economic development this board leads across the Southern Tier. Cortland County will have the US Armed Forces Innovative Readiness Training (IRT) coming to our community this summer because of the Appalachian Regional Commission (ARC) and Southern Tier 8. This is a huge economic and health benefit for Cortland. Through Southern Tier 8, I am keen to move forward vital broadband expansion and new economic development projects for Cortland and for the Southern Tier. Recent industry summits on helping recovering addicts return to the workforce and on agriculture and food were both key topics for Cortland County. I am working on bringing those lessons and connections to our community.

**JANUARY 2018 – PRESENT**

**BOARD MEMBER, CORNELL COOPERATIVE EXTENSION OF CORTLAND COUNTY**

As a member of this board, I have had the opportunity to learn much more about the biggest industry in Cortland County: agriculture. Through the Cooperative Extension I have learned how our agriculture industry is a significant economic driver for our community and how the organization helps to sustain this industry through training, awareness and other activities. We get to see the highlights for the next generation of farmers at the Junior Fair and also through our summer camp program.

**FEBRUARY 2019 – PRESENT**

**BOARD MEMBER, CORTLAND COUNTY PLANNING BOARD**

Being part of the Planning Board allows me to participate directly in the economic development in Cortland County. One example of this was the review of five new major solar farm projects coming to the community, which could power up to 1900 homes and provide new jobs during their installation. Reviewing these projects to help ensure they fit within the community and within our ordinances was a great opportunity. Not all economic development fits within those guidelines and being a part of this review early on in the process allows us to make a difference.

## **ADVANCED SOLUTIONS INTERNATIONAL (ASI)**

**JANUARY 2009 – PRESENT**

**MANAGER OF GLOBAL TRAINING, ASI**

As Manager for Global Training, I oversee all the training opportunities provided to ASI's clients and partners around the world. Together with my team of trainers and support staff, we organize and deliver hundreds of online and classroom training to thousands of students around the world.

**MAY 2004 – PRESENT**

**CONSULTING MANAGER, ASI**

As a Consulting Manager for Client Success at ASI, I have broad experience in all aspects of managing a professional services group for an international software company. I am responsible for leading an international team of performance improvement consultants. I play a direct role in new and existing client sales by not only leading the international team of sales engineers but also by working closely with clients to understand and estimate their implementation or services projects. I am also responsible for working with client organizations at an executive leadership level.

**MAY 2002 – MAY 2004**

**DEVELOPMENT MANAGER, ACTIVE MATTER (AN ASI COMPANY)**

**NOVEMBER 2001 – MAY 2002**

**TECHNICAL LEAD, ACTIVE MATTER (AN ASI COMPANY)**

**JULY 1999 – NOVEMBER 2001**

**TECHNICAL LEAD, FIG LEAF SOFTWARE**

**JULY 1998 – JULY 1999**

**MANAGER OF SPECIAL WEB PROJECTS, THE CATHOLIC UNIVERSITY OF AMERICA**

**MAY 1997 – JULY 1998**

**WEB CONSULTANT, NOBLESTAR**

**OCTOBER 1994 – PRESENT**

**FOUNDER, NETSERF**

Founder of one of the oldest and best-known medieval resource sites on the Internet. Has been operational in some form since October 1994. <http://www.netserf.org>

## **EDUCATION**

**1997**

**MA - HISTORY, THE CATHOLIC UNIVERSITY OF AMERICA**

**1993**

**BA - HISTORY, THE COLLEGE OF WILLIAM AND MARY**

**BA - CLASSICAL STUDIES, THE COLLEGE OF WILLIAM AND MARY**

## **SOCIAL MEDIA**

Website: <http://www.voteharbin.com>

LinkedIn: <https://www.linkedin.com/in/bacharbin/>

Facebook: <https://www.facebook.com/HarbinForCortland/>

Twitter: <https://twitter.com/bacharbin>

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