

# Federal Government Leadership Team

## Executive Team



### **Erich Sanchack, Senior Vice President – Federal Sales**

Sanchack joins CenturyLink with more than 20 years of industry experience and after more than 12 years with Lockheed Martin, where he served as vice president of competitive enhancements and, prior to that, as vice president of information technology services for Lockheed's Information Systems & Global Solutions defense business. As a former U.S. Marine Corps finance officer, Sanchack started his private sector career with Tetra Pak Inc. in Denton, Texas. Sanchack is a member of the board of directors for the American Heart Association for Greater Washington Region, serves on the advisory council for Johns Hopkins Community Physicians and serves on the Armed Services Council

for the Union League of Philadelphia. He received a bachelor's degree in electrical engineering from Pennsylvania State University.



### **Ray Baxter, Director - Capture, Proposal, Business Analysis and Publications Management**

With over 43 years of telecommunications experience, Mr. Baxter has held a variety of leadership roles that include New York Telephone, Satellite Business Systems, MCI Telecommunications, Sprint & SkyTerra Communications directing rate case responses, national accounts sales & implementation programs, business development, complex bid analysis and technical response teams. Prior to joining CenturyLink, Mr. Baxter, as SkyTerra's Vice President for Federal Sales, lead sales initiatives in the government sector in support of the company's planned next-generation integrated hybrid satellite-terrestrial communications network to provide ubiquitous wireless

broadband services, including Internet access and voice services throughout the United States and Canada. As Director of Business Development for Sprint Nextel's Public Sector - Federal, he was responsible for both traditional business development and capture management for all federal government agencies including the Department of Defense and the General Services Administration, as well as the Departments of Treasury, Veterans Affairs, Interior, Commerce and Homeland Security. In May of 2009, Mr. Baxter accepted the position of Director Proposal & Publications Management for Qwest Government Systems, Inc. (QGS) responsible for the development and submission of not only compliant but compelling responses to complex Federal solicitations. His structured approach beginning with a comprehensive Proposal Kick-Off including discriminators, win themes, mission benefits & critical milestones, Storyboards, Competitive Analysis, Graphic Orientation, Color Team Reviews & Executive Approvals has raised the win rate for QGS submissions from 25% to over 75% with annual awarded contract revenue exceeding \$770M during his tenure. Mr. Baxter assumed responsibility for the Capture Management and Business Analysis functions in 2012 integrating the entire Proposal Management cycle from pre-sales to post submission under a single directorate. Mr. Baxter has been an active member of Northern Virginia Chapter of AFCEA since 1990, served as Vice-Chair and Vice-Chair for Communications of IAC's Networks & Telecom Shared Interest Group (SIG) and consistently participates in GEIA and ATCA events. Mr. Baxter holds an MBA from New York University and a Bachelor of Science degree in Electrical Engineering from Bucknell University. A native "New Yorker", he has resided in northern Virginia for more than 20 years.



### **Lisa C. Bruch, Vice President - Sales & Marketing**

Lisa has over 30 years of sales, marketing, business development and contracting experience in both the public and private sectors. Lisa is a proven leader who demonstrates strength in building strategic partnerships and directing complex programs. Accomplishments include increasing the depth and integration of the contracts and procurement organizations into the integrated customer-facing team model, devising strategies that grow market share, and creating environments that facilitate business growth. As an entrepreneur, Lisa has guided strategies on major acquisitions for telecommunications and infrastructure projects in the Middle East and West Africa. Prior to joining Qwest, Lisa was

president and CEO of The Crawford Group, Inc., which provided strategic support to telecommunications companies and small businesses alike. Lisa has also held executive level positions at AT&T in the Government Markets group and AT&T Global Sales where she led sales teams focused on emerging markets as well as state and local governments. Lisa is an alumna of Lincoln University, Pennsylvania, the Smeal College of Business at the Pennsylvania State University, and has been a member of the National Contract Management Association since 1986.





### **Shawn Carroll, Director – Engineering**

Shawn Carroll joined the CenturyLink engineering team in February 2006 in support of the Network proposal development and design effort. In his current role as Director of Engineering, Mr. Carroll is responsible for leading a team that supports all design and custom engineering aspects for CenturyLink's federal customer base. He brings 20+ years of engineering experience in government and industry in the support of network communications solutions. Prior to joining CenturyLink, Mr. Carroll held engineering and management positions at PSINet, Focal Communications and Broadwing Communications where he developed a diverse background in optical transport, switching, routing, voice services, customer support, and service delivery. He played a key role in designing network solutions for several commercial and civilian contracts including the Federal Reserve Bank, National Science Foundation and DARPA. Mr. Carroll holds a degree in communications from State University of New York, College at Oswego and resides in Northern Virginia with his wife and children. He is a member of the Armed Forces Communications and Electronics Association (AFCEA).



### **Audrey Hallett, Director - Contracts Administration**

Audrey D. Hallett joined CenturyLink as Director of Contracts for federal government markets in January 2001. Her role is to ensure federal agencies have access to CenturyLink's expanding network, hosting/cloud, and IT support services portfolio through a full complement of contract vehicles, while leading the organization in forming industry partnerships and small business alliances. Since her arrival, she has helped CenturyLink expand its customer base, diversify its offerings and leverage its industry relationships to provide alternate channels for delivery of CenturyLink services. She brings to CenturyLink a total of thirty seven years of federal and commercial acquisition experience. Prior to CenturyLink, she spent nine years with Sprint Corporation managing its procurement and subcontracts departments before ultimately assuming responsibility for managing all Sprint federal and state government contracts and subcontracts. Hallett previously provided acquisition support to Sprint International and Telenet Corporation for data communication opportunities in the US and Pacific Rim. Hallett also proudly served as an officer in the United States Air Force with assignments at the Air Force Flight Test Center, the Navy/Air Force Joint Cruise Missiles Project, and the Air Force Education with Industry Program at Rockwell International. Hallett received the Air Force Commendation Award and the Air Force Systems Command Outstanding Contracting Officer of the Year Award during her military career. Hallett holds an MBA degree in management from Golden Gate University in San Francisco, CA, and a Bachelor of Arts degree in Humanities Pre-Law from Michigan State University in East Lansing, MI.



### **Chuck Leinbach, Director - Federal Programs**

Chuck Leinbach has a broad knowledge of telecommunications with a career spanning over 25 years in the government and industry. His career has leveraged his strong technical background and robust experience managing a myriad of telecommunications projects and programs. Chuck joined CenturyLink in August 1998 as systems engineer. A year later, he was promoted to lead engineer and a year following that became engineering manager directing support for a critical government network. In November 2000, he was named Director, Technical Services supporting Special Government and Campus Programs. Today Chuck's major objective is to ensure ongoing support for existing programs and new requirements in this customer community. He manages a diverse and highly effective team of engineers, technicians, program, project managers, and logisticians. His team is lauded for their high performance and achievement, for example, in incentive award programs, the teams achieve 95% or better. In addition to his operational role, Chuck supports pre-sales engineering and proposals for our civilian, DOD, and Advanced Programs federal sectors. Prior to joining CenturyLink, Chuck was a member of the Booz, Allen & Hamilton program management team. In this role he supported major national, special programs managing new telecommunications requirements. While in this management role, he still aided in the development and deployment of a system for collecting and managing requirements and received special recognition for his role in the project's success and the customer relations he built.





### **Tom Sewolt, Director – Federal Sales Operations**

Tom Sewolt is Director of Business Operations and Chief of Staff of the CenturyLink Federal sector. He has more than 20 years of industry and government experience and has held leadership positions in procurement, contracting, sales and operations. Tom joined the Federal organization in 2003 and has been instrumental in growing the business nearly three-fold. He currently leads a management team that specializes in Program Control, Financial Planning & Analysis, Compliance and Sales Operations. Tom received his Bachelor's degree from Regis University in Denver, CO.

## **Sales Team Leadership**

### **Civilian Sales**



### **Wayne Davis, Area Vice President - Civilian Sales**

Following a 25-year career working with government and industry partners to market and implement private data and information networks, Wayne Davis joined CenturyLink as Director of Business Development, with an emphasis on the relationship with the General Services Administration (GSA) and capture for the Networx contract. Currently Wayne is the Area Vice President for the CenturyLink civilian sales organization. During his career, Davis has directed account management activities for a variety of large federal government customers, including the United States Postal Service (USPS), the Department of Energy (DOE), the Department of Interior (DOI), the Environmental Protection Agency (EPA), the Federal Reserve System, the Federal Deposit Insurance Corporation (FDIC) and others. In 1993, he was the national accounts branch manager at MCI, and subsequently became Director of the USPS account, a \$3 billion contract engagement. In 2001, he became Director of business development for the GSA FTS2001 contract at MCI (operating under the name WorldCom at the time), where he was responsible for securing new contract opportunities and aligning new products and services to meet the evolving technology and telecommunications needs of government entities utilizing the FTS2001 contract. Davis holds a Bachelor of Arts Degree from Maryville College. He has been involved in the Industry Advisory Council (IAC) for a number of years, serving as the 2005 Industry Chair for the IAC Executive Leadership Conference (ELC). In prior years, he was involved in the 1998 launch of the Telecom SIG and has served as Industry ELC Co-Chair, Sponsorship Co-Chair, and Workshops Co-Chair. Davis was elected to the IAC Executive Committee in June of 2011 and is the President of the board of the National Capital Chapter of the Independent Telecommunications Pioneers Association (ITPA).



### **James Clevenger, Branch Director, Civilian**

James Clevenger joined CenturyLink (formerly Qwest Communications) in June of 1998. He held both sales and sales management positions, before joining the CenturyLink Government team in 2007. In his current role for CenturyLink Government, he serves as a Branch Director of Sales supporting numerous Civilian Agencies including, GSA, HHS, NASA, HUD, Treasury Department, Department of Education, USDA, the Legislative Branch, USPS, Federal Reserve and the US Commissions (among others). James' team provides national coverage to these agencies and is based in Arlington, Virginia. Prior to joining CenturyLink, James spent 2 years with a technology company, REVNET based in Annapolis, MD. He has an extensive background in providing Telecommunications solutions for customers in the federal marketplace. James holds a Bachelor of Arts in Economics from Hobart College and resides in Severna Park, MD with his family.



### **Robert Sahagun, Branch Director, Civilian**

Bob Sahagun has served the federal telecommunications community for over 20 years. He joined CenturyLink in May 2003. In his current role for CenturyLink, he serves as branch sales director for civilian accounts, specifically the Department of Veterans Affairs (VA), Department of Commerce (DOC), and Social Security Administration (SSA). Sahagun's team provides national coverage to these agencies. Prior to joining CenturyLink, Sahagun spent 12 years as the Director of International networks for MCI Government Systems. He also has an extensive background in providing private global networks for customers in the federal marketplace. Sahagun holds a Bachelor of Arts in Economics from Radford University and resides in Great Falls, Virginia with his family.



## Sales Team Leadership

### Advanced Programs, DHS, DoE and DOJ



#### **Cynthia Shelton, Area Vice President – Advanced Program Sales**

Cynthia Shelton has more than 30 years of experience in the intelligence community and almost 20 years of combined service in the U.S. Air Force and the Air Force Reserves. She received her bachelor's degree from the U.S. Air Force Academy and her Master of Science degree in strategic intelligence from the Joint Military Intelligence College at Bolling Air Force Base. She is responsible for leading the federal sales team for CenturyLink's Intelligence, Energy, Justice and Homeland Security/cybersecurity programs. She brings extensive experience from across the intelligence, cybersecurity and national security communities, having managed various complex, mission-critical programs for several large government contractors in executive leadership roles. She also serves as a member of the Women's Leadership Committee for the Boys and Girls Club of Greater Washington.



#### **Louise Babirak, Branch Director - DHS, DoE and DOJ**

Louise Babirak has over 30 years of telecommunications experience and has sold exclusively to the federal government and various international organizations. In her current role, she is the Branch Director for the Department of Justice and Department of Energy teams. At CenturyLink she has also had account manager responsibility for NASA, Capitol Hill and many other federal agencies. Prior to CenturyLink, Louise spent 11 years with MCI managing a sales team and selling to the Department of State, as well as foreign embassies located in the United States. In addition, she had responsibility for the World Bank and the International Monetary Fund. She was also an account manager at Northern Telecom for seven years, addressing the telecommunications requirements of the Navy, NASA, the Department of Justice and the Postal Service. Louise received a Bachelor of Arts and Master of Arts from Michigan State University. She has also taken graduate classes in business at George Washington University. She has been a member of the National Association of Professional Saleswomen and spent several years on the board of directors for a private school in Virginia. Louise resides in Potomac Falls, VA, with her family.



#### **Tina Bohse, Branch Director – DHS and Cybersecurity Programs**

Tina joined CenturyLink in 2001 (via Qwest Communications) as Senior Account Manager with a focus on the Department of State, specializing in international communications requirements. She also worked as CenturyLink's Director of Business Development for National Security Accounts, focusing on strategic programs and initiatives in this space. She has over 25 years experience in the federal government communications technology arena, and previously held sales and marketing positions at Bell Atlantic, MCI and Winstar. In her current role, Tina serves as Sales Director for the Department of Homeland Security team, which also includes sales responsibility for our IPSS and ECS Cybersecurity programs. Tina received a bachelor of science from the University of Virginia and a master of business administration from the George Washington University.

#### **Shari Snyder, Branch Director – Intel Programs**

Shari joined CenturyLink in 2004 (via Qwest Communications) as a Federal Account Manager with a focus on the Intelligence Agencies. She has over 25 years experience in the federal government communications technology arena with positions in sales and customer service at Qwest Government Services and MCI. In her current role, Shari serves as Branch Director of Sales for Special Programs. Shari received a bachelor of arts from Marymount Manhattan College. She resides in Virginia with her husband and children.



## Sales Team Leadership

### DOD Sales



#### **Greg Taylor, Area Vice President - DOD Sales**

Greg Taylor joined CenturyLink in May 2008 as Director, Department of Defense Sales. In this role, Greg and his team sell and provide CenturyLink solutions, which include voice, data, video and professional services to the Department of Defense agencies worldwide. Before joining CenturyLink, Greg spent more than 26 years in the telecom industry in various sales and management positions. He began his telecom career in 1982 in the Washington, D.C. office of ITT. In 1989, he joined Sprint as the senior national account manager for the US Army and in 1993 was promoted to branch manager. Subsequently, in 1999 Greg assumed responsibility as manager, European sales based in Frankfurt, Germany. Under his leadership Sprint expanded their role as a telecommunications supplier in Europe and the Pacific Rim. He returned to the U.S. in 2003 as the branch director responsible for all sales to the U.S. Navy, Marine, DISA and U.S. Air Force. Greg is a graduate of the University of Maryland College Park with a Bachelor of Arts degree. Greg is a member of the Association of U.S. Army, the Navy League, and the U.S. Air Force Association and is a long standing member of the Armed Forces Communications and Electronics Association. Greg and his wife Jennifer live with their two daughters, in Howard County, Maryland.



#### **Thelma Barker, Branch Director - DOD**

Thelma joined CenturyLink in 2007 (via Qwest Communications) as a Federal Account Manager with a focus on civilian agencies. She has over 20 years experience in the federal government communications technology arena, and previously held sales positions at Sprint International, Sprint Government Services and Network Equipment Technologies. In her current role, Thelma serves as Branch Director of Sales for DOD agencies and all U.S. military bases. She has been involved in the Industry Advisory Council (IAC) for a number of years and graduated the ACT-IAC Partners Program as a Fellow in 2016. She also serves on the board of the Independent Telecommunications Pioneers Association (ITPA). Thelma received a Bachelor of Arts in Communications from Hampton University. She resides in Virginia with her husband and their daughter.



#### **Tom Delery, Branch Director - DOD**

Tom Delery is a former U.S. Navy Captain, who joined CenturyLink as the Department of Defense (DOD) Sales Manager in 2008. Tom leads a team of Information Technology professionals responsible for Cloud, Hosting, Managed Security and professional and network services. His team is a solutions partner for the Army, Navy, Marines, Air Force and the Defense Research and Engineering Network (DREN). Tom transitioned from over 25 years naval service, into information technology in 2002 as a Government Account Manager with Sprint working with the Department of State, U.S. intelligence agencies and personnel in the Special Operations branches of the Armed Forces. He played a key role in providing worldwide communications to the Department of State and in the expansion of CONUS and OCONUS distance learning training for the Army. Tom has a Masters degree in National Security Affairs from the U.S. Naval War College in Newport, R.I. and a Bachelor of Arts degree in History from The Citadel, the Military College of South Carolina. Tom is a member of the Armed Forces Communications Electronics Association (AFCEA), the Association of United States Army, the National Defense Industry Association and The Citadel Alumni Association.



#### **Dean Economou, Branch Director - DISA**

Dean Economou is a Branch Sales Director at CenturyLink. He has responsibility for a team of sales professionals that help DISA meet its global information and critical infrastructure requirements. Prior to CenturyLink, Dean was the Director of DOD Sales with Mobile Armor, an information assurance company. Before coming to Mobile Armor, Dean was a Client Executive with Sprint / Nextel. Dean managed the U.S. Air Force business unit. He was responsible for utilizing corporate resources and assets to support the war fighter in Operation Iraqi Freedom and respond to challenges like Hurricane Katrina. Dean received an MBA from George Washington University. He received his ROTC commissioning into the U.S. Army in 1991 from Northeastern University. Dean held several positions as an Intel officer including being liaison officer between active and reserve units during the Bosnia conflict.



## Business Development Team



### **Deirdre Murray, Business Development - Civilian Programs**

Deirdre Murray joined CenturyLink in April 2008 as Business Development Principal with a focus on federal civilian agencies. She has over 25 years experience in both the public and private sector technology arena and has held key positions in management, operations, marketing, and business development. She serves on the board of the Association for Federal Information Resources Management (AFFIRM) and TechAmerica's Strategic Forecast Council, and is active in the Industry Advisory Council (IAC). Deirdre is a two-time Federal Computer Week "FED 100" award recipient.

Deirdre was honored with the Industry Advisory Council's (IAC) distinguished Janice K. Mendenhall "Spirit of Leadership" Award in 2010 for her long-standing commitment to advance government through technology. She also received the Chairman's Award in 2008, the Women in Technology's "Lifetime Achievement Award" in 2007, and the ITAA Chairman's Award in 2008. In the past, Deirdre held key management positions at Sprint Federal, GTE and U S WEST. She is a graduate of the University of California, Los Angeles, and attended graduate school at the University of Maryland, University College.



### **Al Reid, Director, Business Development - DoD Programs**

Allen Reid joined CenturyLink in January 2001 as an Account Manager in the Qwest Government Services. A year later he was named Sales Manager supporting Department of Defense (DOD) customers worldwide. In this position he significantly broadened the scope of the organization's DOD business. In July 2008 Allen transitioned to his current position of Business Development Principal focusing his efforts on strategic business opportunities for the account teams he supports.

Prior to joining Qwest, Reid held several program management positions at Sprint GSD. In this role he implemented and managed several large telecommunications networks for DOD and Federal customers. Allen served 22 years in the United States Army retiring in 1993 from an assignment on the Joint Staff. Reid graduated from the University of Richmond with a BA in History. He has earned two Masters Degrees; an MA in Management from Webster University and an MS in Systems Management from Capitol College. He is a member of the Armed Forces Communications Electronics Association (AFCEA) and the Association of the United States Army (AUSA).



### **Christine Ward, Business Development Principal**

Christine Ward has over 27 years experience in the technology arena and has held key positions within US WEST, Qwest and CenturyLink. Christine began her telecommunications career in customer service, supporting the original FTS200 telecommunications contract for US West. Christine has also held positions in operations and marketing. She is currently supporting CenturyLink's Federal sales channel as a Business Development Principal, defining the organizations sales and acquisition strategies for winning and supporting government contracts. Christine is a graduate of the University of Maryland, College Park and currently resides in Northern Virginia.



## Engineering Leadership Team



### **Campbell Palmer, Sales Engineering Manager**

Campbell Palmer is the Sales Engineering Manager for the CenturyLink Networkx Solutions and engineering team. Campbell is the lead architect for managed network services, and design engineer for CenturyLink in support of Civilian federal agencies. Mr. Palmer's team is responsible for all CenturyLink services provided under both the Networkx Universal and Networkx Enterprise contract vehicles. Additionally, the team is responsible for all services provided through the WITS 2001 vehicle as well. Mr. Palmer has extensive expertise within the field of network performance measurement, delivering automated statistical analysis feeds pertaining to network traffic engineering and traffic forecasting. Mr. Palmer has designed multiple commercial and private dedicated network operations centers that enable best of breed, best of service, and the most effective and competitive Service Level Agreements for CenturyLink customers. Mr. Palmer is responsible for engaging with CenturyLink customers and partners in order to obtain the requirements and expectations from the customer in order to design and deliver a Managed Network Solution that incorporates the CenturyLink core-management system. Mr. Palmer provides integrated custom components and monitoring capabilities that ensure CenturyLink provides each customer a fully operational network management system that meets the requirements of each specific customer. Prior to joining CenturyLink, Campbell was the lead developer and engineer for the Verizon Business vBNS+ Network management and performance-reporting portal. Campbell spent 8 years working with medium and large enterprise customers within Verizon Business in order to assist with the development of reporting and network monitoring systems for dedicated network operations centers. He designed and implemented the Verizon Business NMCI, DREN, and DHS Network Operations Centers, complete with custom reporting and notification systems. These high availability Network Operations Centers have enabled Verizon to deliver customized performance reporting, as well as to consistently exceed industry leading custom SLAs pertaining to notification, utilization, DDOS mitigation, and remediation of network impacting events. Mr. Palmer is a highly experienced Network Management expert. Campbell provides turnkey network management solutions based on specific customer requirements. Based on customer requirements and expectations, Mr. Palmer will ensure CenturyLink delivers the best possible, most cost effective network management solution available in the marketplace. While CenturyLink already adheres to stringent network performance and availability SLAs, it is with Campbell's extensive expertise and knowledge of the commercial (COTS) environment and the ability to integrate customer-specified components into CenturyLink's leading-edge network event notification and statistical reporting systems in place today. Campbell Palmer is a graduate of Hampden-Sydney College with a Bachelor of Science degree.



### **Howard Bylund Jr., Sales Engineering Manager**

Howard Bylund joined the CenturyLink team in 2005. He leads the CenturyLink engineering team for all engineering efforts that support the DOD and advanced programs community. Mr. Bylund has over 30 years of engineering experience in the design, fielding and operations of telecommunication services during a distinguished career at DISA. Mr. Bylund was the Chief Engineer at DISA for several major efforts to include the SVTS (Secure Video Teleconference Service), GETS (Government Emergency Telecommunications Service), and DISN (Defense Information Systems Network). His final role was the Chief Engineer for the GIG-BE program where he provided technical program definition, architecture, technical acquisition support and design for fielding of this major defense network. Mr. Bylund holds a degree in Electrical Engineering from the University of Virginia and is a graduate from the Industrial College of the Armed Forces. He resides in Fairfax, Virginia, with his wife and is the father of four children. He is a member of AFCEA and IEEE.





### **Raleigh Rhodes, Sales Engineering Manager**

Raleigh Rhodes is an engineering and security industry leader with extensive experience in the design, implementation, and management of critical infrastructure. Mr. Rhodes is a member of the security engineering and design team that developed and implemented CenturyLink's Enhanced Cybersecurity Services product and he continues to develop new network based security solutions for CenturyLink's cybersecurity portfolio.

Mr. Rhodes leads the CenturyLink cybersecurity engineering team supporting CenturyLink's Special Programs. Raleigh's team is responsible for network based security solutions development for DHS, DOE, DOJ and the Intel Community. Previously Mr. Rhodes served in several leadership roles at CenturyLink including as Program Director for FAA-FTI, Director of Service Delivery for the western region and as the Regional Area Manager for GSA Regions 9 and 10 under the POTS Contract.

Mr. Rhodes is an FBI Citizens Academy Alumni and seminar speaker at the ASIS Security Conferences and the 2014 *Cyber Security Symposium - Securing the Internet of Things*. As an educator, Mr. Rhodes served as Adjunct Professor for the American Military University's Security Management undergraduate degree program where he taught Government Security, Ethics in Security, Industrial Espionage and Global Terrorism.

Mr. Rhodes earned his Master of Arts in Homeland Security in 2012 after completing his Bachelor's degree in Business Administration at the University of Phoenix. Raleigh is a Certified Information System Security Professional, CISSP, through ISC2 and is board certified by ASIS as a Certified Protection Professional, CPP, and Physical Security Professional, PSP. Mr. Rhodes is a member of the Denver INFRAGARD Chapter and resides in Colorado with his wife and family.



### **Bob Walters, Sales Engineering Manager**

Bob Walters has 36 years of telecommunications experience and has held various positions within PNB, US WEST, Qwest and CenturyLink. The positions range from technician, Technical Support Manager, Product Manager, Service Manager to Sales Engineering Manager. He has over 21 years of combined military serve with the U.S. Air Force and National Guard Army and Air Units. Bob was an ADTRAN Sales Engineer for 3 years prior to his return to Qwest/ CenturyLink supporting the Government Team in 2003. He manages a team of Pre Sales, Post Sales and Project Engineers supporting the CenturyLink Government Team.



## Communications, Marketing, Proposal Management Leadership



### **Linda M. Johnson, Lead Corporate Communications Manager**

Linda M. Johnson is responsible for providing strategic communications counsel and tactical program execution to the senior leadership of CenturyLink's federal government sales team as well as the company's public policy and government relations department. She supports the company's federal sales efforts through the development and execution of effective external communications strategies, including generating earned media and serving as a trusted advisor for media relations strategy. Linda also serves as a valued member of the CenturyLink Government marketing and branding team. She has more than 20 years of experience developing, implementing and managing strategic communications plans and projects. She previously served as project manager for communications with Alion Science and Technology, where she worked on site at the U.S. Coast Guard Acquisition Directorate and wrote speeches for a two-star rear admiral. Linda got her start in Washington, D.C., as deputy communications director for U.S. Senator Fritz Hollings, who served as the ranking member of the Senate Commerce, Science and Transportation Committee and co-authored the 1996 Telecommunications Act. A native New Englander and former freelance journalist, she received her bachelor's degree in political science from Bates College in Lewiston, Maine.



### **Tina Dempsey Jones, Sr. Lead Marketing Manager**

Tina Dempsey Jones' experience includes marketing to small-to-medium and enterprise businesses as well as to government agencies, as well as supporting reseller, telecommunications and systems integrator sales teams. Tina is responsible for developing and positioning CenturyLink within the government sector by implementing and executing the brand and product marketing plan. Her product marketing experience extends across all disciplines, from writing product requirements to developing brand and product marketing plans for software, hardware and network integration services. Tina contributed to one of the most successful 8(a) government systems integrators as Product Marketing Manager, where she and her team promoted networking products to federal government customers. Her responsibilities included event planning, media buying and maintaining strategic vendor relationships, as well as negotiating GSA Schedule 70 contract letters of supply. In the telecommunications arena, Tina's focus has been on marketing and positioning network connectivity, collaboration, cloud and security solutions. Tina received a Bachelor of Arts degree in Business Management and Spanish from Mary Baldwin University in Staunton, Virginia. She resides in Maryland with her husband and their two children.



### **Jay Richman, Manager - Proposal Management**

Jay has over 40 years experience in the telecommunications arena, spending over 28 years with C&P Telephone, Bell Atlantic and Verizon in a variety of Sales and Marketing roles, including Sales Manager, Program Manager on DC Government, and Manager Proposal Management (on the WITS contract). He also spent one year with Bell Atlantic International as a consultant to the Puerto Rico Telephone Company as they marketed CLASS Services to the island. He joined CenturyLink in 2004 (via Quest Communications) as a Sr. Proposal Manager with a focus on Civilian Programs. He worked on the Network Universal and Enterprise proposal responses to GSA. He became Manager Proposal Management in 2007. In his current role his team of employees and contractors supports all Civilian, DoD and Special Programs. Jay received his Bachelor of Science from the University of Maryland and two Masters degrees from Johns Hopkins University. One in Applied Behavioral Science Organization Development and the other in Management. He also has a Masters Certificate from George Washington University in Commercial Project Management. Jay has been teaching Marketing classes at Johns Hopkins in the MBA program for 20 years, and also teaches Undergraduate Marketing at the University of Maryland University College for the past eight years. Jay and his family live in Fulton, MD.



### **Richa Sharma, Marketing Events Manager**

Richa Sharma joined CenturyLink in 2007 as the Federal Events Manager. She manages all aspects of strategic event marketing and logistics. Richa has worked on a wide array of federal event programs, including tradeshows and an assortment of conferences across the U.S. Her key strengths include functional, creative planning paired with solid logistics strategy. She always strives to execute a flawless attendee experience for the Federal team.

