

CenturyLink Strategic Government

Executive Leadership Team



Regional Vice President, Strategic Government – David Young

David Young is responsible for CenturyLink’s Strategic Government route to market. The strategic government market encompasses the U.S. federal government, large educational institutions, regional and national public consortiums, and the companies that comprise the defense industrial base. Dave leads a multifunctional, customer-facing organization of more than 650 professionals responsible for strategic government market strategy, sales, architecture and engineering, and program management.

A visionary leader, Dave has played a key role in landing significant contracts that increase both the company’s customer relationships and marketable solutions. His team is responsible for collaborating with customers to develop and implement a variety of network-based solutions. These solutions are global in nature and include voice, data, security, video, cloud and managed services technologies.

Dave has more than 30 years of experience serving the public sector. Prior to his current role, Dave successfully held leadership roles in federal business development, capture management, sales, sales engineering, network provisioning, and program management.

Dave holds undergraduate degrees in economics and marketing from West Virginia Wesleyan College.



Vice President, Department of Defense Sales

Scott Barnett

Scott Barnett leads a growing practice that provides value through industry-leading solution sets to the Department of Defense. Scott is an established leader and has held multiple management positions during his 19 year tenure with the company. Prior to his current role, Scott was the Director for the National Cable Operator Practice and Director for the ISP and Content Channels within the Level 3 Wholesale Markets Group. Scott has 28 years of technology experience in the areas of wholesale, large enterprise, content, cable, carrier, service providers, satellite and cloud. Prior to joining Level 3, he gained sales management experience while working for several high-technology development stage organizations – DIGEX (Verizon) and American Mobile Satellite Corporation. Scott began his career in telecommunications with Southwestern Bell Mobile Systems (AT&T). He holds an undergraduate degree from Radford University and a graduate degree from National-Louis University. A native Virginian, he has lived in the National Capital Area for most of the last 52 years. Mr. Barnett is married and has two children. He enjoys volunteering for non-profit organizations such as the Northern Virginia Therapeutic Riding Center, AFCEA and the U.S. Service Organization.



Senior Director, Civilian Sales

Zain Ahmed

Zain Ahmed is senior director at CenturyLink for civilian agencies within the U.S. federal government. In this capacity, Zain leads a team of business professionals delivering innovative IP-based network solutions and managed services, cloud computing, cyber security, and IT mission support with an emphasis on customer experience. Zain has successfully led a broad range of organizations during his career. Most recently, as client executive for the Law Enforcement Vertical at CenturyLink, Zain led an organization responsible for the sales and service of the LAN Managed Service that generated substantial value for both customers and the company. Prior to joining CenturyLink, Zain founded an international IT recycling business based out of Dubai. Before his own venture, he spent eight years at Verizon in various roles within the federal markets division supporting government agencies. Zain holds a Master's in Business Administration from the Sloan School of Management at Massachusetts Institute of Technology and an undergraduate degree in Computer Engineering from University of Maryland, College Park.



Senior Director, Special Programs Sales

Cynthia M. Shelton

Cynthia M. Shelton serves as the Senior Director of Special Programs Sales at CenturyLink's Strategic Government segment. She leads the company's federal sales team for Intelligence and Cybersecurity since joining the company in May 2015. She also has over three decades of experience within the Intelligence Community and nearly two decades of combined service in the U.S. Air Force and Air Force Reserves as an intelligence officer. Before CenturyLink, Cynthia held the roles of Line of Business Vice President in the Cybersecurity Division within General Dynamics Advanced Information Systems and VP and Operations Manager at Science Applications International Corporation. She also worked as an associate at Booz Allen Hamilton and as a member of the technical staff at GTE. Cynthia currently serves on the Industry Advisory Council (IAC) Executive Committee, as a member of the Intelligence and National Security Alliance (INSA) and as a member of the Armed Forces Communications and Electronics Association (AFCEA). Cynthia also serves on the Women's leadership committee of the Boys and Girls Club of Greater Washington, DC. She holds a Bachelor's of Science from the United States Air Force Academy and a Master's of Science in Strategic Intelligence from the Joint Military Intelligence College at Bolling Air Force Base in Washington.



Director, Commercial Sales: Defense Industrial Base & Federal Carriers

Gil Brown

Gil Brown brings more than 25 years of experience to his role as CenturyLink's director of commercial sales for the Defense Industrial Base and federal carriers. He is responsible for leading a unique sales practice which focuses on collaborating with system integrators, defense contractors, satellite providers, and a multitude of federal-focused service providers to develop and implement a variety of network-based global solutions. These solutions include voice, data, security, video, cloud, and a host of managed services within the broad CenturyLink product portfolio. Gil is a dynamic sales leader and has successfully held multiple sales management positions during his eleven-year tenure with CenturyLink. Prior to joining CenturyLink, Gil spent thirteen years as a senior sales executive with Sprint's government services division, selling to the Department of Defense, including DISA and defense agencies. Gil is a native of Alexandria, Virginia and holds a bachelor's degree in economics from Radford University.



Director, Research and Education Sales

Craig Cupach

Craig Cupach is director of research and education sales at CenturyLink. In this role, Craig has national responsibility for a team of sales professionals whom deliver industry-leading network-based solutions including voice, data, security, video, cloud, and a host of managed services to the United States premier doctoral institutions of higher learning and research networks. In his role prior to joining CenturyLink, Craig led a variety of teams serving the local, state, education, and federal government markets. Craig has over 20 years of experience in the communications and information technology sectors driving revenue growth in enterprise, wholesale, and government markets. Before CenturyLink, Craig held several diverse customer-facing roles at Level 3, AT&T, and Qwest Communications. Craig has a Bachelor of Arts degree from Capital University in Columbus, Ohio.



Senior Director, Government Strategy

Lisa Bruch

Lisa has more than 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 CenturyLink, 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.



Vice President, Program Management Office

Seana Gilliland

Seana Gilliland is responsible for contract lifecycle management and compliance across all civilian, department of defense and intelligence community contracts. In addition, Seana's team provides project management support for the National Research and Education Networks (NRENs), Regional Optical Networks (RONs), the top doctoral universities and the defense industrial base. She manages a diverse team of program and project managers, engineers, technicians and analysts to deliver complex solutions across the entire CenturyLink

Strategic Government customer base. Before joining the Strategic Government group, Seana supported various segments as a sales engineer. From there, she became director of commercial services and was responsible for complex pricing and proposal management. Her commercial services team developed rates in support of all Federal IDIQ contracts and managed capital expenditures for the Government Markets Group. Prior to joining Level 3 and now CenturyLink, Seana spent six years at MCI (now Verizon Business). She holds an undergraduate degree in mathematics from the University of Virginia.



Director, Sales Engineering

John Shuttleworth

With over 36 years in the telecommunications industry, John's Sales Engineering team is responsible for presales engineering technical support for all customers and agencies within the Department of Defense, civilian government, the defense industrial base, the intelligence community, and the research and education community. His team of solutions architects are dedicated to the Strategic Government group and are aligned with the organization's strategic capture efforts, to identify and develop technical strategy and trends

while providing complex technical solutions to government customers. John fills an international business development/technical advisor role to accelerate growth and extend CenturyLink network capabilities around the globe on behalf of its government customers. He began his career at Level 3, which is now CenturyLink, in network development and has been in sales engineering since in 2002. Prior to joining Level 3 Communications in 1998, John held positions at BellSouth, Wiltel, Sprint and Comsearch in both the wireline and wireless areas. A native of Western Pennsylvania, John holds a B.S. from Indiana University of Pennsylvania. Although he has lived in Northern Virginia since the 1980s, he will always be a Pittsburgh sports enthusiast.