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# Strategic Government

## Executive Leadership Team



**David Young**  
**Senior Vice President, Strategic Government**

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.



## Zain Ahmed

### Vice President and General Manager, Civilian Sales

Zain Ahmed is vice president and general manager at CenturyLink for civilian agency sales and the company's law enforcement and cybersecurity practice within the U.S. federal government. In this capacity, Zain leads a team of business professionals delivering innovative network, cloud computing, cyber security and IT mission support services with an emphasis on best-in-class solutions and customer experience via GSA's Enterprise Infrastructure Solutions contract and other contract vehicles.

Zain has successfully led a broad range of organizations during his career, which includes 15 years of experience supporting government agencies with IT solutions. Most recently, he served as senior director of CenturyLink's federal civilian practice. He previously served as client executive for the law enforcement vertical, where he 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 of Business Administration degree from the Sloan School of Management at the Massachusetts Institute of Technology and a bachelor's degree in computer engineering from the University of Maryland, College Park.



## Scott Barnett

### Vice President, Department of Defense Sales

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, now CenturyLink, he gained sales management experience while working for several high-

technology development stage organizations, including 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 his life. Scott is married and has two children. He enjoys volunteering for non-profit organizations such as the Northern Virginia Therapeutic Riding Center, AFCEA and the USO.



### **Gil Brown**

#### **Director, Commercial Sales: Defense Industrial Base & Federal Carriers**

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 tenure with CenturyLink. Prior to joining CenturyLink, Gil spent 13 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, Va., and holds a bachelor's degree in economics from Radford University.



### **Meg Coker**

#### **Senior Director, Government Strategy**

Meg Coker is the Senior Director for Government Strategy at CenturyLink. She has more than 20 years of industry experience holding key positions in technical, sales and programmatic roles. She leads a team of professionals who handle business development, alliances, capture and proposal management. This team is responsible for the pursuit of large strategic contract vehicles and task orders in the both the federal and the research and higher education markets. Her team has submitted IDIQ (Indefinite Demand, Indefinite Quantity) proposals worth more than \$58 billion since 2013, achieving consistent wins on all submissions that completed evaluation and garnering successful follow-on task order campaigns.

Meg is passionate about bringing transformation to her customers and in the past, she has partnered with NATO to launch video telepresence communications and with GSA to index and launch the U.S. government portal known as Firstgov.gov, which later became USA.gov. Most recently, she has worked with her teams to provide contractor owned services to agencies such as the Department of Homeland Security.

Meg received her Bachelor of Arts degree in Government and Politics from George Mason University and her Master of Science degree from Marymount University. She is a native of Northern Virginia, where she resides with her family.



## **Craig Cupach**

### **Director, Research and Education Sales**

Craig Cupach is director of research and education sales at CenturyLink. In this role, Craig has national responsibility for a team of sales professionals who deliver industry-leading network-based solutions, including voice, data, security, video, cloud, and a host of managed services to the premier U.S. doctoral institutions of higher learning and their research networks.

Prior to joining CenturyLink, Craig led a variety of teams serving the local, state, education, and federal government markets. Craig has more than 20 years of experience in the communications and information technology sectors, driving revenue growth in enterprise, wholesale, and government markets.

Before joining 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.



## **Barbara Farnham**

### **Senior Director, Special Programs Sales**

Barbara Farnham is Senior Director and General Manager at CenturyLink for Special Programs sales and account management. In this capacity, Barb leads a highly experienced and program-integrated team of communications professionals who work closely with government customers performing critical national security missions. The Special Programs team specializes in exploring, identifying and implementing solutions that help bring CenturyLink's industry-leading expertise to the federal government.

Barb has successfully led numerous organizations across several different disciplines since she started with CenturyLink in 2001. As Senior Director of Federal Programs, she led the program management functions for managed and professional services within the Federal channel for dozens of customers. Her leadership and coordination across a large portfolio of programs created a culture that enabled closer coordination and more efficient talent utilization. She also took on leadership roles for classified programs, providing support to critical security missions in several capacities over her tenure, including serving as program manager, finance manager and contracts manager. She brings to her current role a solid background in a variety of disciplines from finance and program management to operations within a classified environment.

Barb holds a Bachelor of Science in business administration from Shepherd University and is certified in Information Technology Infrastructure Library (ITIL) practices as well as Lean Six Sigma Yellow Belt. She is a founding member of CenturyLink's Herndon Chapter of Toastmasters International and is certified as a Toastmasters Competent Leader and Competent Communicator.



### **Seana Gilliland**

#### **Vice President, Program Management Office**

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.



### **John Shuttleworth**

#### **Director, Sales Engineering**

With more than 36 years in the telecommunications industry, John and his sales engineering team are responsible for presales engineering technical support for all Strategic Government customers, including 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.