
Public Sector

Executive Leadership Team



Dave Young

Senior Vice President, Public Sector and Global Hyperscaler Business

As Senior Vice President, Dave Young is responsible for Lumen's Public Sector route to market as well as the company's global hyperscale cloud business. The Public Sector group encompasses the U.S. federal government, state and local government, military agencies, research and education institutions, and public safety organizations. Dave leads a multifunctional customer-facing organization of more than 1,000 professionals responsible for business development, capture management, sales, solution architecture, engineering, and program management. He is accountable for the team's overall market strategy and profitability.

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 technology solutions. These solutions are global in nature and include Adaptive Networking, Connected Security, Edge Cloud & IT Agility and Collaboration.

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

He has received numerous company and industry awards, most recently being awarded with FCW's prestigious Federal 100 award, as a Telecom Transformer for 2020. Other awards include the 2019 the Executive Leadership Award for Industry – Large Business by the Association for Federal Information Resources Management (AFFIRM), the 2019 FedScoop 50 award for industry leadership and the Wash100 award in 2018 and 2019.

Dave holds undergraduate degrees in economics and marketing from West Virginia Wesleyan College. An avid soccer fan, he and his wife live in Maryland and have two grown sons.



Zain Ahmed
Regional Vice President, Federal Sales

Zain Ahmed serves as regional vice president for Lumen's federal government business. His responsibilities include the company's civilian, special programs and U.S. Department of Defense sales.

Zain leads a team of business professionals delivering innovative adaptive networking, cybersecurity, collaboration, edge cloud & IT agility solutions and mission support services to government and military agencies with an emphasis on delivering an excellent customer experience and best-in-class solutions via GSA's Enterprise Infrastructure Solutions, Alliant 2, and other contract vehicles.

Zain has successfully led a broad range of organizations during his career, which includes 18 years of experience supporting government agencies with IT solutions. Most recently, he served as vice president and general manager for the company's civilian agency and law enforcement and cybersecurity practice within the U.S. federal government.

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 the company, 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 has received numerous company and industry accolades, most recently being awarded with the AFCEA 40 under 40 award and the AFCEA Bethesda Innovator of the Year award in 2019. He 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 Practice

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. Scott began his career in telecommunications with Southwestern Bell Mobile Systems (AT&T). Prior to Lumen, he gained sales management experience while working for several high-technology development stage organizations, including DIGEX (Verizon) and American Mobile Satellite Corporation.

A native Virginian, Scott has lived in the national capital area for most of his life. He holds an undergraduate degree from Radford University and a graduate degree from National-Louis University. He 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.



Meg Coker
Senior Director, Government Strategy

Meg Coker is the Senior Director for Government Strategy at Lumen. 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, state, local 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.



Barbara Farnham
Senior Director, Special Programs Sales

Barbara Farnham is Senior Director and General Manager at Lumen 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 Lumen's industry-leading expertise to the federal government.

Barb has successfully led numerous organizations across several different disciplines since she started with the company 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 Lumen'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 Lumen public sector customer base.

Before joining the public sector 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 Lumen, Seana spent six years at MCI (now Verizon Business). She holds an undergraduate degree in mathematics from the University of Virginia.

**Sonia Ramsey****Regional Vice President, State & Local Government and Education**

As Regional Vice President of State and Local Government and Education sales (SLED), Sonia Ramsey is responsible for the SLED route to market and accountable for overall market strategy and profitability within the \$1 billion-dollar segment. She leads a team of over 250 professionals in capture management, business development, sales, support, compliance and service assurance.

Sonia is a transformational leader and turn-around specialist with 20 years of experience and a proven track record of building world-class sales teams and profitable revenue growth in Fortune 500 enterprises across the Americas, EMEA and Asia. Early success came for Sonia as a client executive at Level 3 Communications responsible for developing a go-to-market strategy to pursue large systems integrators (SI). Within two years, she closed the largest SI deal in the company and within three and a half years, she was promoted to VP of Sales.

Her expertise in delivering differentiated digital experiences and customer-focused solutions transfers well to the public sector as she and her team help state and local government agencies embrace, transform and thrive in the Fourth Industrial Revolution.

Sonia has received multiple awards, most recently being named as a StateScoop 50 award winner for 2020. Other awards include the coveted CEO award, numerous President Club awards and being named to the Modern Sales Top 100 Global Sales Leaders in 2017.

Sonia was a founding board member of the company's Women's Network and executive mentor of the Mentor Ring team within Lumen. Sonia holds a bachelor of business administration degree from National University and participated in the executive leadership program at the Daniels College of Business at the University of Denver.

**Tom Sewolt****Director, Program Management**

As program management director for the public sector team, Tom leads a management team that specializes in program control, financial planning & analysis, compliance and sales operations.

With more than 20 years of industry and government experience, Tom 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.

Tom received a bachelor's degree from Regis University in Denver, CO.