Public Sector Leadership Bio

Gregory Fallacara
SLED Sales Leader

Greg Fallacara serves in dual leadership roles within Lumen's Public Sector organization as the Acting National Vice President for SLED and Senior Director for SLED East. In these capacities, he oversees the nationwide market strategy, sales performance, and overall profitability of Lumen's State, Local, Education, Public Safety, Tribal, and Higher Education segments. Greg leads a high-performing team dedicated to delivering mission-critical networking, security, and technology solutions that connect people, data, and applications across the Public Sector landscape. His leadership is rooted in a commitment to superior client experience, operational excellence, and long-term strategic growth.

With more than 30 years of industry experience—including 24 years with Lumen—Greg brings a deep track record of building and scaling successful organizations in competitive and technical markets. Before joining Lumen, he founded and led Tanka Technologies, a multi-location national IT services provider serving both Enterprise and Public Sector clients across Florida and beyond. After successfully growing the business throughout the 1990s, he completed its sale in 1999. His leadership journey also includes roles at Toshiba and Publix Supermarkets, contributing to a broad business foundation and entrepreneurial mindset.

Greg is recognized for his ability to develop strong, values-driven teams and deliver consistent results in dynamic environments. His career achievements have been acknowledged through multiple Circle of Excellence awards and appointments to several leadership programs, reflecting his influence and impact across the organization. [AI

Driven by a passion for family and community, Greg resides in Cape Coral, Florida, with his wife and three daughters. Outside of work, he enjoys supporting his children's collegiate soccer and football careers, traveling, camping, volunteering, and spending time on activities that strengthen family bonds.