

Public Sector Leadership Bio



Jason Schulman

National Vice President, Federal Sales

Jason Schulman serves as National Vice President for Lumen Technologies' federal government business, overseeing civilian, special programs, and U.S. Department of Defense sales. He leads an organization of professionals dedicated to delivering dynamic networking, cybersecurity, collaboration, and mission support services to government and military agencies, with a focus on excellent customer experience and best-in-class solutions.

Jason has successfully led a broad range of organizations during his career, which includes 26 years of experience in IT solutions for government agencies and enterprises. Most recently, he served as Vice President and General Manager for Lumen's civilian, law enforcement, and cybersecurity practice within the U.S. federal government team. He previously led Lumen's federal capture management, proposal management, and business development organizations, focusing on building strategies to win new business.

Before joining Lumen, Jason held various leadership and sales roles at SAP, Exodus, and AT&T. He earned his bachelor's degree from the University of Maryland, College Park.

An adaptable leader, Jason focuses on fostering organizational resilience to seize emerging opportunities and new revenue streams. His leadership reflects his values of authenticity and openness, emphasizing transparent communication and genuine relationships. Jason is deeply passionate about serving the public sector, focusing on the importance of agencies and their missions. His dedication to public service and his values make him a respected leader in the federal government business sector.