

Public Sector Leadership Bio



Jason Schulman National Vice President, Federal Sales

Jason Schulman is a federal telecommunications executive with more than 25 years of experience modernizing mission-critical networks and driving innovation across communications, cybersecurity, cloud, and emerging technologies. He has built and led high-performing teams within complex, regulated environments, delivering outcomes such as large-scale fiber modernization, secure cloud interconnect, and legacy-to-IP transitions that strengthen mission assurance for Civilian, Defense, and Intelligence agencies.

As National Vice President of Federal Sales at Lumen, Jason oversees the company's federal business, leading go-to-market strategy and execution for one of the nation's largest telecommunications providers. He partners across engineering, product, and operations to protect core federal programs, advance modernization with budget discipline, and ensure agencies maintain secure, resilient connectivity that supports mission continuity and national-security priorities. Throughout his career, Jason has guided organizations through major transformations—from post-merger integration to launching specialized sales motions and modernizing procurement strategies. He previously led federal capture and proposal management, directing multi-billion-dollar pursuits and establishing disciplined, repeatable win strategies. Earlier leadership roles at Savvis, SAP, Exodus Communications, and AT&T give him a unique end-to-end perspective on technology, networks, and mission enablement.

Jason fosters inclusive, accountable cultures grounded in trust, transparency, and clarity of purpose. He holds a bachelor's degree in criminology and criminal justice from the University of Maryland, maintains an active TS/SCI clearance, and serves on the AFCEA International Board—reflecting his long-standing commitment to public service and the advancement of government technology.