

Jeanne Gentry, Leading DISA, State Department and 4th Estate BD Professional, Joins Suss Consulting

JENKINTOWN, Pa., January 20, 2026 – Suss Consulting, a leading provider of federal IT opportunity capture, proposal support, price-to-win analysis, strategic planning, and market research services, today announced the addition of Jeanne Gentry, a DISA, State Department and 4th Estate business development professional.

“Jeanne’s experience at Verizon, T-Mobile and Sprint landing huge contracts with DISA, State Department and the 4th Estate will help our clients develop winning solutions to meet the government’s next generation network requirements.” said company president Warren Suss.

Immediately prior to joining Suss Consulting, as the Verizon Senior Client Partner for Business Development with Defense and National Security Agencies, Ms. Gentry led strategic business development and account growth for a portfolio of critical U.S. government and foreign military agencies, with a primary focus on the Defense Information Systems Agency (DISA). She was directly responsible for growth and customer relationship management across all levels within these accounts.

She had major wins exceeding \$3 Billion in total contract ceiling value, including \$1 Billion on a DISA classified IDIQ for which she led capture and proposal strategy and \$2.2 Billion on the US Department of State EVOLVE Functional Category 4 (Telecom and Networking) contract. Her responsibilities at Verizon included executing targeted call plans and maintaining critical relationships with customers, OEM vendors, and industry partners. She identified and qualified new business opportunities and was recognized as a top 1% performer for the business development strategic sales (BDSS) organization for 2024/2025.

Prior to joining Verizon, she was the Senior Business Development Manager for T-Mobile Secure Federal and Director, Global Wireline Sales Operations with Sprint. With T-Mobile, she Led successful launch of T-Mobile Secure Federal Operations’ (SFO) first business development team. With Sprint, she served as Director, Global Wireline Sales Operations, following her role as Region Operations Manager, DE/DC/MD/VA.

She has in-depth experience working with teams to develop solutions for Global LAN/WANs, Voice/Data Networks, IT integration, Internet of Things (IoT) and Artificial Intelligence.

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About Suss Consulting Inc.

Suss Consulting provides services to both industry contractors and the federal government. Since 1982, the firm has helped contractors win more than \$100 billion in government contracts through its opportunity capture, proposal, price-to-win, market research and strategic planning services. For more information, visit Suss Consulting at www.sussconsulting.com.



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