

JEANNE GENTRY

Profile

Ms. Gentry has won billions of dollars of contracts with DISA, DLA, State Department and other agencies in her role as a senior federal strategy, BD, capture, sales, proposal, account and customer relationship professional with Verizon, T-Mobile and Sprint.

Relevant Experience

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.

Ms. Gentry managed and grew the DISA account, successfully identifying, qualifying, and closing opportunities involving complex wireline, wireless, satellite, IoT, and AI solutions. She developed the strategic vision for bringing high value services and solutions to DISA, and managed partnership relations and product innovation roadmaps. She maintained a robust opportunity pipeline and consistently achieved top-tier performance rankings.

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.
- \$2.2 Billion on the US Department of State EVOLVE Functional Category 4 (Telecom and Networking) Contract
- \$66 Million on a SWA COR Network, and
- A DLA JETS 2.0 subcontract.

Her responsibilities 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 LAN/WAN, Voice/Data Networks, IT integration, Internet of Things (IoT) and Artificial Intelligence.

Education

- Graduate Studies toward Master of Business Administration (MBA), Marketing, Georgia State University, Atlanta, GA
- Bachelor of Science (BS), Criminal Justice, Pre-Law, Auburn University, Auburn, AL