

Wayne L. Davis
Area Vice President, Civilian Sales
Qwest/CenturyLink Government Services Division

Following a 25-year career working with government and industry partners to market and implement private data and information networks, Wayne Davis joined Qwest Government Services Division as Director of Business Development, with an emphasis on Qwest's relationship with the General Services Administration (GSA) and capture for the Networx contract. Currently Wayne is the Area Vice President for the Qwest/CenturyLink Government Services Division civilian sales organization.

During his career, Davis has directed account management activities for a variety of large federal government customers, including the United States Postal Service (USPS), the Department of Energy (DOE), the Department of Interior (DOI), the Environmental Protection Agency (EPA), the Federal Reserve System, the Federal Deposit Insurance Corporation (FDIC) and others.

In 1993, he was the national accounts branch manager at MCI, and subsequently became Director of the USPS account, a \$3 billion contract engagement. In 2001, he became Director of business development for the GSA FTS2001 contract at MCI (operating under the name WorldCom at the time), where he was responsible for securing new contract opportunities and aligning new products and services to meet the evolving technology and telecommunications needs of government entities utilizing the FTS2001 contract.

Davis holds a Bachelor of Arts Degree from Maryville College. He has been involved in the Industry Advisory Council (IAC) for a number of years, serving as the 2005 Industry Chair for the IAC Executive Leadership Conference (ELC). In prior years, he was involved in the 1998 launch of the Telecom SIG and has served as Industry ELC Co-Chair, Sponsorship Co-Chair, and Workshops Co-Chair.