

RANDY JAMES

Federal Sector Executive | Cybersecurity & IT Growth Leader
(703) 909-7546 | randy.james@rjames.net | rjames.net | linkedin.com/in/randyjamescybernetops

TS/SCI

M.S. Computer Science
George Washington University

PROFESSIONAL PROFILE

Randy James is a proven federal sector executive with 20+ years building, scaling, and securing mission-critical programs across DoD, IC, and federal civilian agencies. He has driven P&L performance at \$150M+ scale, led 800+ FTE teams across cloud, cybersecurity, and enterprise IT, and executed go-to-market strategies generating hundreds of millions in awards. Recognized as one of WashingtonExec's Top 25 Cyber Executives to Watch (2020), he has served in roles spanning Acting CISO, SVP/GM, Vice President, and Head of Public Sector across ICF International, SAIC, CSC/CSRA, Lumen Technologies, RingCentral, VeriSign, and Northrop Grumman.

CAREER HIGHLIGHTS

\$150M+ P&L Leadership

Grew ICF's cyber division \$69.8M → \$103.3M (+48%); managed \$300M revenue and \$800M pipeline at Lumen.

\$800M IDIQ Capture

Positioned ICF for NIWC Pacific Cyberspace Engineering IDIQ award; built structured task order pipeline across Navy IW enterprise.

Acting CISO — Federal Separation

Led \$90–110M cyber separation of CSC Government Services achieving full CMMC, FedRAMP High, and ICD 503 compliance in 12 months.

Cyber Executive of the Year

Named by SAIC (2017). Grew cyber division 340 → 400 FTEs, reduced attrition 20% → 15%, led \$2M R&D in Cyber Situational Awareness.

Federal GTM from Zero

Built federal lines at RingCentral (FedRAMP/ATF sponsorship) and Squadra Solutions (\$9M Year 1, zero prior federal presence).

Top 25 Cyber Executive

WashingtonExec 2020. Published in FCW/Nextgov and ExecutiveBiz on mission assurance and critical infrastructure strategy.

CORE STRENGTHS

- Cybersecurity Strategy & Zero Trust Architecture
- FedRAMP · CMMC · ICD 503 Compliance Leadership
- Federal P&L Growth & Business Development
- IDIQ Capture & Task Order Pipeline Management
- SOC / NOSC 24x7 Operations | Cloud Migration
- Talent Development & Workforce Scaling
- Federal Go-To-Market Strategy & Market Entry
- Executive Stakeholder Engagement (DoD, IC, FEDCIV)

SELECTED CLIENTS & AGENCIES

DHS · DoD / Army / Navy / Air Force · IC Agencies · SSA · VA · HHS · FEMA · CBP · NIWC Pacific · ATF · NY State Health Exchange · Commonwealth of Virginia

BOARDS & AFFILIATIONS

- Cyber Chair, FSI & SES Roundtable — Executive Mosaic (2019)
- Advisory Board — Louisiana Tech, Cyber Engineering (2015–2016)
- Cyber Advisory Board — LAVA Technologies (2020–2023)

CAREER TIMELINE

DATES	ORGANIZATION	ROLE	FOCUS
2024–2025	RingCentral	VP — Head of Public Sector	Federal GTM / FedRAMP
2023–2024	Squadra Solutions	Cyber Sales Executive	Zero Trust / NGFW
2020–2023	Lumen Technologies	Director BD — Federal	\$300M Revenue / \$800M Pipeline
2017–2020	ICF International	SVP / GM — Cyber & Resiliency	\$69.8M → \$103.3M P&L
2016–2017	SAIC	Vice President — Cyber	Cyber Exec of the Year
2012–2016	CSC / CSRA / GDIT	Division Director / Acting CISO	\$300M P&L / Separation
Early Career	VeriSign & Northrop Grumman	Director, NetOps / Program Mgmt	Global DNS/PKI / Defense

randy.james@rjames.net

www.rjames.net

linkedin.com/in/randyjamescybernetops