Former federal procurement executive to lead government relations strategy for United Concordia Dental



CAMP HILL, Pa. (Feb. 23, 2026) — Jake Lewis of Arlington, Va., has been named vice president, Government Programs and Strategy, for national dental solutions partner United Concordia Dental. In this new role, he will oversee the strategic direction and execution of the company's government relations and contracting efforts.

"Jake's 25-plus-year background in government contracting and procurement makes him ideal to drive the development and implementation of a comprehensive government strategy that aligns with United Concordia's business objectives," said Ed Shellard, DMD, president and CEO, United Concordia Dental. "His leadership will be instrumental in the growth of our government business area, specifically through new business opportunities, market analysis and the development of proposals for government contracts."

Prior to joining United Concordia, Lewis was the acting deputy assistant administrator for Acquisition and Business Services at the Federal Aviation Administration (FAA), where he served as the principal advisor on the FAA's acquisition policy and operations. There, he oversaw its acquisition management system, procurement and real estate contracting, property management, acquisition policy management, purchase card program and small business advocacy.

The majority of Lewis' career has been spent in health care procurement and acquisition for federal agencies. During his more than 11-year tenure at the Defense Health Agency, he held several leadership positions, including deputy to assistant director - Acquisition; chief, Procurement Policy and Acquisition Systems; and chief contracting officer. Lewis also spent several years as the chief of Procurement and Acquisition Management at the U.S. Department of Health and Human Services.

Lewis is a retired Naval Reserve Supply Corp officer. He received a doctorate in health care administration from the Medical University of South Carolina; a Master of Science degree in acquisition and contract management from Florida Institute of Technology; a Master of Business degree in health care administration from Nova Southeastern University; and a bachelor's degree in health care administration and management from Capital University.

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