

**POSITION****REPORTS TO****DATE****MORE INFORMATION****SEARCH CONTACTS****SENIOR VICE PRESIDENT HYPERSCALE SALES**

Alex Hernandez, CEO

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<https://power-bridge.com/>

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**POWERBRIDGE OVERVIEW**

PowerBridge is energizing the power first digital infrastructure era by developing, building, and managing gigawatt-scale power infrastructure and network connectivity that enable hyperscalers, AI platforms, and large operators to deploy compute at scale. PowerBridge focuses on the electrical substations, power generation, fiber networks, and water resource infrastructure to create pad-ready campuses for data center real estate development.

PowerBridge was founded and led by CEO Alex Hernandez, previously Founder and CEO of Cumulus Data and CEO of Talen Energy Corp., one of the largest competitive power companies in North America with ~15 GW of power generation assets. Cumulus Data was sold to Amazon Web Services (AWS) in May 2024. Alex currently serves on the Board of Directors of ERCOT, which manages the flow of electric power to 27M Texas customers and 90% of the state's electric load.

Cumulus Data was the only team to have successfully developed and delivered a gigawatt-scale data center campus directly connected to wholesale power generation assets, without a grid connection. The 1 GW Cumulus data center campus was directly connected to Talen Energy's 2.6 GW Susquehanna Nuclear Power Plant in Berwick, PA. AWS is in the process of deploying approximately \$12B of capital into this digital giga-campus by constructing 17 data center buildings (~960 MW in aggregate). The team that developed this campus has been re-assembled to execute similar digital giga-campus deployments within PowerBridge.

**CHAPTER**

May 2025 - Five Point Infrastructure announced the formation of PowerBridge with a \$1B equity commitment to develop, build, and manage GW scale, densely connected, powered data center campuses in North America. PowerBridge will partner with LandBridge, WaterBridge and other Five Point-backed companies on the buildout of energized infrastructure.

The formation of PowerBridge builds on Five Point's powered land strategy, developing significant digital infrastructure projects that require abundant and reliable power and related



infrastructure. Through Five Point's affiliate portfolio company LandBridge, PowerBridge will immediately gain access to more than 275,000 surface acres for infrastructure development, as well as, direct access to low cost natural gas due to LandBridge's strategic positioning adjacent to the Waha Gas market hub.

The platform will also uniquely benefit from its relationship with Five Point backed WaterBridge, a pioneer of water management and the largest pureplay, privately-held midstream water management company in the Delaware Basin, in addressing the cooling water needs of data centers and new power generation.

"We are excited to partner with Five Point to capitalize on this generational moment in the growth and convergence of energy and digital infrastructure. With Five Point's institutional support, our collective energy infrastructure, power operations, data center development, and fiber experience, and the significant additional value that other Five Point portfolio companies can bring for customers, we look forward to providing hyperscale customers with turnkey data center campus solutions at scale." – Alex Hernandez

"The formation of PowerBridge adds another important component to our powered land strategy. Together with Landbridge, WaterBridge, our deep institutional relationships and track record of building critical infrastructure companies, PowerBridge is well positioned to create best-in-class data, power, and fiber solutions for data center customers. Alex and his team transformed the power and data center industries with the Cumulus project, and we firmly believe this experience, combined with our resources, will redefine the digital infrastructure landscape once again by providing a differentiated, integrated and competitive solution at multi-gigawatt scale." David Capobianco, CEO and Managing Partner of Five Point

## CHARTER

PowerBridge is positioned to create a "digital industrial base" essential for maintaining U.S. leadership in AI and technology by developing multiple campuses across 270,000 acres, with plans for up to 2,000 MW of data center capacity through on-site generation. The strategic thesis is not to compete in the crowded \$12B/GW data center real estate market. Instead, PowerBridge creates power-first, pad ready campuses that unlock hyperscaler investment downstream, replicating the Cumulus model where ~\$250M of infrastructure enabled ~\$20B of hyperscaler capex.

PowerBridge aims to leverage West Texas' abundant natural resources, including low-cost natural gas, substantial water supply for cooling, and access to high-voltage transmission lines, to develop a multi-gigawatt data center ecosystem -

- The region's favorable regulatory environment and existing fiber corridors enhance its attractiveness for data center and fiber development.
- The design includes redundant electrical networks and integrated water systems to support cooling needs, ensuring scalability and reliability for hyperscale data centers.
- A coordinated fiber network is being established to enhance connectivity and redundancy, positioning West Texas as a critical hub for national data traffic.

The PowerBridge team is in the midst of securing anchor hyperscale and AI customers for the first campuses. The assets, engineering, and capital are all in place in preparation for a commercial leader to succeed Alex as the credible face of the business and begin to scale.



## FIVE POINT

Founded in 2012, Five Point Infrastructure is a private equity and infrastructure investor founded by industry veterans with demonstrated records of success investing in, building, and running infrastructure companies. Based in Houston, Texas, Five Point targets equity investments ranging from ~\$50-\$1,000 million and has ~\$8B AUM across multiple investment funds. For further information, please visit [www.fpinfra.com](http://www.fpinfra.com)

### Strategies

Building infrastructure critical to energy development and enabling their customers to achieve their sustainability objectives



Water Management



Sustainable Infrastructure



Surface Management



Powered Land

### Portfolio Companies



PowerBridge is using Five Point's expertise in land management, environmental water management, and energy infrastructure to develop powered land solutions to support datacenter campuses.  
<https://power-bridge.com/>



WaterBridge comprises the largest pure play produced water midstream business in the industry providing permanent, integrated water infrastructure solutions to address the long-term produced water management requirements of E&P companies. Headquartered in Houston, TX, with operating assets throughout North America, WaterBridge benefits from a first-mover advantage in the emerging water midstream sector with an extensively tenured management team.

<https://h2obridge.com/home/default.aspx>



LandBridge (NYSE: LB) owns approximately 277,000 surface acres across Texas and New Mexico, located primarily in the heart of the Delaware sub-region in the Permian Basin, the most active region for oil and gas exploration and development in the United States.  
<https://www.landbridgeco.com/overview/default.aspx>



Twin Eagle is a leading North American energy marketer with a focus on natural gas across the United States, Canada, and Mexico. Twin Eagle was founded by industry veterans Chuck Watson and Griff Jones.

<https://www.twineagle.com/>

<https://fpinfra.com/portfolio/>

#### **POWERBRIDGE TEAM**



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CEO

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## NEWS

**May 2025** - [Five Point Backs Data Center Site Developer PowerBridge](#)

**May 2025** - [Five Point Infrastructure Announces Formation of PowerBridge](#)

**Sept 2024** - [Five Point Energy Closes 4th Specialty Infrastructure Fund](#)



## SENIOR VICE PRESIDENT, HYPERSCALE SALES

PowerBridge is hiring a senior commercial leader as the primary external ambassador to Hyperscalers, AI, Neo-clouds, and large data center operators, replacing founder-led selling as the company enters active market engagement. The SVP Hyperscale Sales (SVPHS) will play a pivotal role in guiding PowerBridge toward achieving revenue and strategic growth objectives.

Reporting to Alex Hernandez, CEO, and in close collaboration with the senior leadership team (SLT) the SVPHS will lead all commercial efforts effectively leveraging his/her industry relationships and knowledge in presenting PowerBridge's remarkable value proposition to strategic partnerships that value Giga scale capital, speed, and versatility. By virtue of their intellect and competence, The SVPHS will convey a confidence, comfort, and security to influential hyperscale / AI relationships while aligning productive outcomes.

The successful SVPHS requires a strategic-minded, transformative B2B sales leader with demonstrated success closing high value partnering relationships with the target customer audience demonstrated by historical effective navigation of these sophisticated sales environments. He/She will qualify and prioritize customer prospect opportunities, partner on due diligence and execution, run deals end to end, build a team over time, and effectively shape the long-term commercial strategy as the platform scales.

This opportunity is best suited for someone interested in an early-stage, high-impact role representing differentiated powered infrastructure value creation with daily strategic engagement with the Founder, SLT, Board, and Investors.

### DUTIES & RESPONSIBILITIES

- The SVPHS is responsible and accountable to achieve mutually agreed upon targets: revenue growth, new account acquisitions, and market share / mindshare growth objectives.
- Identify opportunities to expand influence, network with prospects across the hyperscale / AI ecosystem, and engage proactively to foster strong relationships.
- Promote PowerBridge as a thought leader, manage key client relationships, and actively develop and close strategic opportunities.
- Exceed client expectations by encouraging every behavior and opportunity to contribute to an elevated level of attention to client's requirements, where and when needed.
- Define and implement a revenue acquisition strategy which aggressively increases PowerBridge's identity, relevance, and brand sustainability.



- Author successful GTM sales and marketing campaigns that accurately reflect PowerBridge's value proposition of holistic customer engagement and resource allocation.
- Guide necessary adaptations to product and service offerings through business case analysis and presentation to the SLT, Board, and Investors.
- Establish and self-govern practices for managing his/her own performance; prioritizing critical measures of success and determines equitable allocation of time invested in each.
- Maintain the highest level of professionalism and personal integrity in making decisions, ensuring accuracy, and providing transparency in all correspondence.
- Be strategic and think around corners in interactions with industry influencers, decision makers, existing clients, and target prospects.
- Embrace industry knowledge and demonstrate a passion for delivering meaningful solutions and strategic partnerships to organizations that allow them to grow and prosper.

### **DESIRED EXPERIENCE**

- Demonstrated revenue acquisition success in a complex solutions sales environment representing data center infrastructure development services to hyperscale / AI customers.
- Business and financial acumen with AI/ML infrastructure requirements, evaluating a myriad of solutions, and proposing deal structures promoting mutually beneficial outcomes.
- History of consultative sales success demonstrated by the ability to assess deal influencers and manage each effectively in the theatre of the pursuit.
- Thought leadership and continued execution in the implementation of sales activities that consistently achieve goals and push growth boundaries.
- Experience developing, maintaining, and leveraging multiple distribution strategies, i.e. direct, channel, alliance, partnerships that result in healthy mutual business benefit.
- Client advocate and customer ambassador with a desire to be a part of a fast-paced, high-energy, opportunistic, and entrepreneurial experience.
- Demonstrated success in strategic thinking, planning and implementation – a strong desire and track record of getting things done.
- A developed set of methods, practices, and metrics related to leading and lagging indicators of success to introduce and implement.
- Appreciates and leverages a diverse group of resources and talents aligning revenue goals with PowerBridge's growth plan.



## KEY QUALIFYING CRITERIA

**Target Customers** – Relevance and credibility with Hyperscale, AI, NeoCloud, and large technology company decision makers, influencers, process, vernacular, deal cadence, etc.

**Revenue Creation** – Demonstrated track record closing 20+MW contracts with hyperscale customers resulting in highly impactful mutually beneficial outcomes.

**Strategic Minded** – Packages PowerBridge's combination of history, capital, thesis, and charter to naturally position PowerBridge with a distinct competitive advantage.

**Solutions Oriented** – Critical thinking navigating long sales cycles to cultivate complex OPEX, CAPEX, ROI, TCO, technical, and legal considerations.

**Financial Acumen** - A high data center economics acumen to understand the financial stakeholders, creatively model a deal, and execute when the time is right.

**Growth** – Embraces ambiguity associated with early-stage, fast moving growth environments and eagerness to flex creative interests to define GTM strategies and philosophies.

**Tenacity** – Demonstrated pride of ownership solving customers' hardest problems with consultative long-term solutions.

**Gravitas** – Demonstrates a natural chemistry and energy necessary to engage and compel executive decision makers via exceptionally articulate, dynamic, and endearing style.

**Culture** – Opportunistic, positive, outcome oriented, conviction, and self-accountability all reflect PowerBridge's DNA that has led to their remarkable success to date.

## WHY CONSIDER THIS OPPORTUNITY

The SVPHS will -

- Represent digital infrastructure creation vs compete in the more crowded data center real estate development market.
- Sell infrastructure empowerment of power + fiber + land + speed vs square footage
- Empower customers to deploy billions after PowerBridge has delivered hundreds of millions
- Represent a proven value creation model with Cumulus Data
- Build the sales organization vs inherit or join one
- Influence which customers, which campuses, and which structures
- Represent active campus engineering, fiber routes, and EPC RFPs
- Immediately engage with hyperscaler existing requests for term sheets and PPAs
- Arrive early enough to shape strategy and late enough to sell something real
- Join a small team environment with real influence and concentrated equity
- Start now representing a target portfolio of multiple campuses
- Participate in infrastructure-style returns with private-equity upside
- Enter the market at the right moment equipped with real assets, real customers, and no hype



## **COMPENSATION**

The compensation package for the SVP Hyperscale Sales will be determined relative to the final candidate's qualifications, current circumstance, and specific requirements. The package is expected to include a competitive base salary, annual performance compensation, and long-term incentive compensation in the form of equity.

The SVPHS' equity participation is expected to be meaningful with asymmetric upside based on enterprise value tied to campus commitments, anchor customers, and portfolio scale vs transaction volume.

## **SEARCH PROCESS**

Following a thorough exchange of information relating to company information, resume, and key qualifying criteria, CFS Partners anticipates recommending a short list of candidates to Alex Hernandez in early January 2026 with the expectation for in person meetings with the PowerBridge SLT at PTC Jan 18 – 21 in Honolulu HI. Finalists will subsequently meet with members of Five Point Infrastructure executives. The selected finalist will be presented with a compelling and competitive offer contingent on background check and thorough references.