POSITION	**CHIEF COMMERCIAL OFFICER**
REPORTS TO	Jeffrey Springborn – CEO
DATE	January 2026
LOCATION	Santa Clara, CA
MORE INFORMATION	https://www.colovore.com/
SEARCH CONTACTS	Andy Lane @ CFS Partners
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OPPORTUNITY

Headquartered in Santa Clara, Colovore is the world's leading provider of ultra-high-density, liquid-cooled colocation data center solutions purpose-built for AI and high-performance computing (HPC) workloads. With cabinet power densities ranging from 17 to 600kW, a flexible pay-by-the-kW pricing model, and decades of data center operational expertise, Colovore enables organizations to future-proof their infrastructure, reduce costs, and scale with confidence.

The Chief Commercial Officer (CCO) will lead Colovore's revenue acquisition strategy and resources, aligning capital and capacity development with leasing forecasts and targets. Colovore is a well-funded, high-growth platform for liquid-cooled, high-density data centers in metro markets across the U.S.

Affiliates of King Street Capital Management ($27B AUM) completed the purchase of Colovore in May 2024. CEO Jeff Springborn took the helm in April 2025. Since then, with both financial and intellectual capital backing, Colovore is scaling its operations over 100x its original footprint with 84+MW online or under construction and a pipeline exceeding 700 MW. This growth is fueled by the market's unprecedented demand for high-performance computing (HPC) infrastructure optimized for cutting-edge AI applications and powered by Colovore's flexible, modular, liquid-cooled design.

Founded over a decade ago with its first liquid cooled HPC data center, Colovore was the first data center certified for NVIDIA DGX and is uniquely positioned as the market transitions toward liquid-cooled, high-density solutions. By capitalizing on its modular design, Colovore can establish efficient facilities on smaller footprints in strategically critical locations at the "Metro Edge"—a fragmented market segment projected to grow over 100% in the next five years.

Colovore seeks a dynamic and accomplished executive revenue leader to drive market specific customer acquisition strategies into institutional behaviors resulting in sustained investor and board confidence. The ideal candidate is a seasoned technology infrastructure executive with

experience scaling innovative organizations during pivotal growth phases, including geographic expansion, operational optimization, and value realization.

The CCO will partner with Colovore's CEO, Executive Leadership Team, and King Street to align vision and strategy with execution of a high-growth strategy that de-risks expansion and positions Colovore as the leader in Metro Edge data centers.

COMPANY OVERVIEW

Founded in 2013, Colovore provides high-density, liquid-cooled colocation services, optimized for high-performance compute ("HPC") and AI. The Company's owned and operational portfolio is in Santa Clara CA (12MW), Chicago IL (6MW), and Reno NV (16MW), with additional sites in diligence in Austin TX (40MW) and Chicago IL (16MW), among others.

Colovore's initial data center in Santa Clara (SC1) has over a decade of operating history with 100% uptime. Colovore is a pioneer in the use of liquid cooling technology which positions them several years ahead of any market competition. Colovore initially housed NVIDIA's Saturn V leading them to be the first DGX certified data center. The Company currently has 40+ customers ranging across industries including GenAI, Industrial and Healthcare, and is managed by a 50+ person team.

Colovore's unrivaled power and liquid cooling densities and a straight-forward pricing model sets them apart, but it's their fundamental knowledge of IT and dedication to customer support and true partnership which really stand out in the HPC Metro Edge marketplace.

COLOVORE'S DISTINCT DIFFERENTIATION

- Colovore is recognized as a pioneer with over a decade of experience operating liquid-cooled, high-density colocation services in the technology intensive Silicon Valley market
- Colovore earned the distinction of being the world's first NVIDIA DGX-certified data center and has been a trusted partner deploying enterprise-grade GPUs at scale
- Ability to support up to 600KW/rack with a PUE 20% better than the industry average
- Strong organic revenue and EBITDA growth, with ability to replicate and scale into additional urban markets with effective development and operational execution
- Leadership position in the rapidly growing and global AI and HPC infrastructure markets through its highlight scalable platform with an ability to serve the Metro Edge
- Durable liquid cooling infrastructure differentiates Colovore while the majority of existing data center inventory is air-cooled

COLOVORE DATA CENTERS

Built to Perform
From next-gen power densities and liquid cooling to hands-on expert support, Colovore offers a cutting-edge colocation experience designed to meet the demands of modern IT infrastructure with systems that ensure performance, efficiency, and scalability without compromise.

- High Density Cabinets - Use power as you need it. Pay 1 kW at a time for spacious racks, big power circuits, heavy floor loading capacity
- Scalable Liquid Cooling - Power, cooling capacity in every cabinet, liquid cooling, standard infrastructure and a comfortable environment
- Network Rich - High Speed direct access to Tier-1 carriers and peering exchanges. Blazing connectivity, carrier diversity, direct connects, and blended bandwidth
- Superior Track Record – We deliver 24/7, mission-critical services with no hiccups. You sleep well at night. 100% uptime, best-in-state utility
- White Glove Service – Superior, full range of smart-hands, simple billing, and a customer portal serving F500 companies, web giants and fast-growing startups for 10+ years
- Security & Compliance - Protected by physical and digital security measures to keep assets safe, 24/7. Dual factor authentication, IP DVR cameras, security guards, SOC & PCI compliant

SJC01 - Santa Clara, CA
https://www.colovore.com/data-center/data-center-1
- The first Santa Clara site was built in 2013
- 10-year operational track record of growth, best-in-class PUE of 1.1x, and 100% uptime
- Cooling densities of 35 – 250kW per cabinet via rear-door heat exchangers and direct-to-chip liquid cooling

Status	Leased / Operational	**Critical Capacity**	6 MW
Land Size	0.7 acres	**Gross Building Size**	24K sf

SCJ02 – Santa Clara, CA
https://www.colovore.com/data-center/data-center-2
- Adjacent to SC1 and mirrors the design, with some infrastructure enhancements
- The Company expects the majority of SC2 to be pre-leased prior to delivery

Status	Leasing / Operational	**Critical Capacity**	6 MW
Land Size	1.7 acres	**Gross Building Size**	29K sf

RN01 – Reno NV
https://www.colovore.com/data-center/data-center-3
- 7-acre land parcel that sits within the Tahoe Reno Industrial Center (TRIC), a large industrial park 15 miles from Reno airport
- Adjacency to the Bay Area and cheap cost of power have garnered significant interest from new and existing tenants, who have submitted LOIs for 50% of total capacity at Reno
- Proximity to Google, Microsoft, and Tract's new hyperscale data center campus developments

Status	Leasing	**Critical Capacity**	16 MW
Land Size	7 acres	**Gross Building Size**	75K sf
Delivery	Q4 2025		

ORD01 – Aurora, IL
https://www.colovore.com/data-center/ord01
- 12 acre site with obsolete suburban office property, expected to be vacant over next 12 months, acquired off-market
- Access to 9MW of utility power without infrastructure upgrades or offsite improvements
- Adjacent to Databridge data center. 4 miles from CyrusOne's data centers complex. Google Cloud and CME Group plan to build in Aurora

Status	Pre-Leasing	**Critical Capacity**	6 MW
Land Size	12 acres	**Gross Building Size**	35K sf
Delivery	Q4 2026		

AUS01 – Austin, TX

- 30-acre site situated within an industrial master planned development with access to 40 MW of critical power
- Located 28 miles (30 min drive) from Austin metro, 12 miles from the Samsung Austin Semiconductor, and 22 miles from Tesla Giga Texas. The site is a few miles away from Skybox's PowerCampus Austin, a 600MW development fully leased to Google
- Colovore is under exclusivity, in due diligence through late January

Status	In Diligence	**Critical Capacity**	40 MW
Land Size	30 acres	**Gross Building Size**	189k sf

ORD02 – Chicago, IL

- 6-acre land parcel in a manufacturing district with access to 16 MW of critical power. The City has been supportive of allowing data centers as a permitted use in the Manufacturing district
- Located 33 miles from the Chicago metro and 10 miles from CH1
- Colovore is under exclusivity and in due diligence through February

Status	In Diligence	**Critical Capacity**	16 MW
Land Size	6 acres	**Gross Building Size**	83k sf

COMPANY NEWS

May 2025 – [Colovore Taps Infrastructure Veteran Jeffrey Springborn as CEO](#)

May 2025 – [Colovore taps Blackstone for $925M debt facility](#)

November 2024 - [Colovore to develop liquid cooled data centers in Reno and Chicago](#)

November 2024 – [Colovore Opens Second 9MW High-Density, Liquid-Cooled Data Center in Santa Clara](#)

September 2024 – [Industry Veteran Joe Hegstrom Joins Colovore as Senior Vice President of Finance](#)

May 2024 - [King Street acquires majority interest in Colovore a leading liquid cooled AI data center-operator](#)

July 2023 – [Cerebras signs ~$900m deal with UAE's G42 to build 9 AI supercomputers - A huge win for data center host Colovore](#)

CHAPTER / CHARTER

The highly efficient, liquid-cooled design allows building data centers in dense suburban/urban locations with just 10-50MW of power, a size deemed too small for most hyperscalers and large colocation platforms. Herein lies the investment thesis to scale a superior technological product and service package at a time when customer demand for clean energy, power, and HPC drivers couldn't be higher.

The near-term high-level plan is to quickly scale into additional Tier One markets across the US. Colovore and KSCM are actively conducting due diligence to acquire sites with stranded, distribution-level power that exists on the grid, dramatically improving speed-to-market. Commercial real estate distress provides a broad universe of overlooked data center conversion opportunities (e.g., suburban office parks, manufacturing facilities). This removes costly and time-consuming infrastructure upgrades and utility approvals with no entitlement risk.

Apparent and compelling characteristics include -
- Compelling Efficiency – Leveraging liquid cooling in smaller footprints lowers capex
- Compelling Unit Economics - Colovore's liquid cooling technology allows for higher power densities per rack resulting in more efficient EBITDA generation and higher margins.
- Attractive Development Target Returns – Colovore's high density model drives favorable development profitability relative to traditional hyperscale and colocation
- Highly Scalable and Repeatable - Colovore's modular design utilizes the same liquid cooling system and critical infrastructure regardless of deployment size.

PROGRESSIVE DESIGN

Colovore's distinct industry leading competitive advantage, by design –

PUE - Colovore has forged a clear path to sustainability. Colovore's technology has a power usage effectiveness (PUE) ratio of 1.1-1.3x, compared to PUE of 1.5-1.8x3 in air cooled data centers, 20% better than the industry average

Closed Loop Water Cooling - Instead of constantly drawing water, Colovore utilizes a closed loop cooling system that minimizes water usage. Only small amounts of water are lost through evaporation. Initial water needs are sourced from local water supply. No "forever chemicals" are used in Colovore's systems

Stranded Power - Colovore seeks to find underutilized sites with stranded power (e.g., vacant suburban office) and repurpose them into data centers. This strategy capitalizes on existing power capacity, eliminating the need for additional power infrastructure. Benefits local communities by repurposing vacant or underutilized real estate, which supports the tax base and creates jobs

Efficient Physical Footprint - Colovore's highly efficient model requires less physical real estate compared to traditional air cooling, reducing impact on the built environment. SC1 operates out of 24K sf - 15% of nearby air-cooled facility with the same power capacity

LEADERSHIP TEAM

JEFFREY SPRINGBORN
CEO
LinkedIn Profile

SEAN HOLZKNECHT
President & Co-Founder
LinkedIn Profile
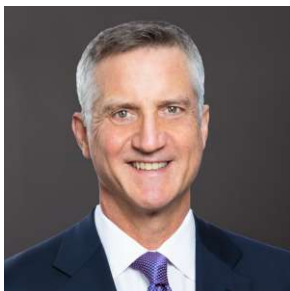
JOE HEGSTROM
CFO
LinkedIn Profile

LOAN GORDON
CMO
LinkedIn Profile

https://www.colovore.com/about-us/#management-team

BOARD OF DIRECTORS

BRIAN HIGGINS
Chairman of the Board
LinkedIn Profile

MARK VAN ZANDT
Board Member
LinkedIn Profile

JEFFREY SPRINGBORN
CEO
LinkedIn Profile

SHARIN VALIA
Board Member
LinkedIn Profile

FINANCIAL PARTNER

KING STREET.

Founded in 1995, King Street Capital Management (KSCM) is a global investment platform across asset classes spanning public and private markets. As an established global alternatives firm with an institutional platform, KSCM focuses on identifying dislocations and applying fundamental research approaches, tactical trading capabilities and capital markets relationships to efficiently source, analyze and execute on investment opportunities.

For nearly three decades, this proven process has allowed King Street to unlock value across global markets. Their strong client relationships and deep understanding of how they can help meet objectives has led to long-standing and enduring partnerships. KSCM enters the data center market with unique opportunities to leverage their extensive knowledge, experience, and resources -

Established Real Estate Platform
- Dedicated real estate professionals in the US and Europe
- $5B+ of committed capital to private real estate since 2010
- Deep industry relationships and Access

Integrated Global Investment Team
- 75+ person investment team
- Collaborative approach to investing across strategies, focused on best ideas
- Research analysts with extensive knowledge in tech and energy sectors provide differentiated perspectives

Reach and Resources
- $26B global alternatives firm spanning multiple segments of the public and private markets
- Institutional infrastructure established over 29+ years
- 100% partner owned and fully aligned with investors

The collaborative structure, led by the Global Investment Committee, is designed to allow capital to flow efficiently to King Street's best ideas and leverage the full breadth of their team's capabilities. Their investment process seeks to identify situations where they believe to have a defined research, trading or sourcing edge and to help ensure speed of execution to efficiently deploy capital when a dislocation occurs.

KSCM's discipline, agility and sophistication throughout the investment process speak to their mission to generate strong risk-adjusted results for clients throughout any market environment. They are all-weather investors. https://www.kingstreet.com/

CHIEF COMMERCIAL OFFICER

The Chief Commercial Officer (CCO) will author and execute Colovore's Go-To-Market strategy (GTM) to achieve total revenue plans. This requires an accomplished digital infrastructure sales leader with a demonstrated history of successfully delivering complex hyperscale and large enterprise customer capacity requirements. The CCO will guide Colovore to achieve revenue objectives aligned with senior leadership team in building a thought leading, progressive, world-class business. The CCO is expected to instill an environment of positive innovation and possibilities for Colovore and their customers. Colovore's entrepreneurial, fast-paced culture requires a servant leader to create an inspiring and innovative sales and customer service organization.

DUTIES & RESPONSIBILITES

Revenue and Customer Engagement
– The CCO is directly accountable for Colovore's revenue creation and achieving agreed upon performance benchmarks and milestones.
– Develop and implement sales infrastructure, systems, and KPI / metrics for success.
– Manage key client relationships and actively participate in developing and closing strategic opportunities.
– Exceed client expectations by encouraging extreme customer orientation.

Strategy
– The CCO is expected to think ahead, look around corners, and effectively navigate Colovore to achieve near term revenue objectives balanced with healthy customer pipelines.
– Focus on profitable revenue. The CCO will focus on strategies and customers that represent profitable partnerships in the interest of achieving key EBITDA performance objectives.
– Identify mutually beneficial industry partnerships and alliances with progressive sustainability minded organizations driven with similar purpose and charters.
– Ensure accurate sales forecasting to ensure alignment with capital raise, allocation, and deployment plans. Define, analyze, and interpret key customer and revenue acquisition metrics to effectively track, manage and maximize team effectiveness.
– Establish successful sales and marketing campaigns that promote Colovore unique value proposition and purpose resulting in extreme customer engagement initiatives.
– Guide necessary adaptations to product and service offerings relative to market and ongoing demands for sustainable solutions.

Executive Management
– Provide organizational leadership as a member of the Colovore executive team; participate and represent Colovore's sales activities where applicable.
– Identify, recruit, acquire, organize, and develop the sales team to overachieve relative to individual and corporate performance objectives.
– Maintain the highest level of professionalism and personal integrity in making decisions, maintaining citizenship, ensuring accuracy, and providing transparency.

– Promote Colovore as an earnest industry thought leader through demonstrated actions and activities. Make the right call. Fail fast. Succeed faster.
– Be the behavior you expect from your team. Break down effective go-to-market strategies related to each Colovore product and solution offering to a multi-faceted team.

KEY QUALIFYING CRITERIA

The CCO will be an accomplished revenue acquisition-oriented executive with demonstrated success authoring and executing go-to-to-market (GTM) strategies for innovative solutions. He/She will be a talent magnet to the organization by virtue of their sophisticated "chess not checkers" approach to the art of the deal.

Go To Market (GTM) - History of authoring successful GTM plans for innovative technology solutions across multiple geographic markets with diverse target customer demographics.

Innovation – Experience bringing bleeding edge, next generation technology solutions to the data center market via direct and indirect channels.

Strategy – Demonstrated history of influencing strategy, vision, and execution which positively impacted the value creation dial and positively altered the company's success trajectory.

Revenue - History of performance achieving / exceeding revenue and MW targets in diverse environments requiring an empowered and aligned team to achieve.

Leadership – Successful history of and a passion for hiring and inspiring high performing, geographically dispersed revenue acquisition teams to success.

Customers - Extent of history and immersion working in partnerships to achieve complex solutions with Colovore's diverse customer base. Proven reliable and credible across the market.

Culture – Preexisting alignment with Colovore's growth verve, scale interests, and mission to provide a next generation solution to the market at the right time.

WHY CONSIDER THIS OPPORTUNITY WITH COLOVORE?

Build – Colovore is a first of its kind, ambitious, and precedent setting construction of a national disruptive technology growth platform which leads HPC capacity and performance demands.

Product – Colovore's truly differentiated HPC product with a high-density deployment reduces costs and improves unit economics for both Colovore and customers. Equates to strong ROI
.
Legacy – Colovore's success results from its leadership's phenomenal decade focused on sharing in customer's innovative experiences which optimized facility performance.

Supply - Secured near-term expansion with stranded power in supply constrained markets to include Santa Clara, Chicago, Austin, and Reno and longer term in 5 additional markets.

Scalability – Colovore's critical infrastructure build is optimized to repeat and scale while utilizing stranded power and underutilized real estate in urban environments.

Demand – Colovore's existing AI customer demand in existing and planned facilities dramatically de-risks growth prospects, before adding the prospect of expansion to enterprise.

Pipeline – By virtue of access to King Street's real estate due diligence resources, Colovore has a pipeline of 1GW+ Capacity across the US in owned, controlled, and in diligence assets.

Purpose – Colovore leads clean energy transition initiatives via PUE, utilization of closed loop water cooling, use of stranded power, and more efficient use of smaller physical footprints.

Partner - Trusted and engaged partnership with KSCM's experienced executives to manage investments, acquisitions, and integration growth resulting in increased future value.

COMPENSATION

The compensation package for the Chief Commercial Officer will include a highly competitive earnings opportunity comprised of a base salary, annual performance bonus, and long-term incentive compensation in the form of equity related to value creation. Redacted CIM and related equity value forecast at target discussions with Jeff Springborn & KSCM anticipated with finalist candidates.

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 Jeff Springborn and Sharin Valia in January 2026. Finalists will be introduced to Colovore' executive leadership and Board of Directors. Subsequent in-person meetings and tour in Santa Clara facilities expected. The selected finalist will be presented with a compelling offer contingent on clean reference, non-compete, and background checks.