

**POSITION****CHIEF EXECUTIVE OFFICER, DATA CENTERS****REPORTS TO**

Board of Directors

DATE

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MORE INFORMATION<https://www.ciriontechnologies.com/en/>**SEARCH CONTACTS**

Andy Lane @ CFS Partners

M +1 414 807 4085

E andy@criticalfacility.com**OPPORTUNITY**

Headquartered in Miami FL, Cirion Technologies (Cirion) is a leading operator of highly interconnected colocation data centers across South America. The Company has a long-term track record delivering for a combination of hyperscale, carrier and enterprise customers across the region. Cirion's data centers are also among the most highly connected facilities in each of its markets with diverse ecosystems of connectivity providers, service providers and cloud on-ramps.

Cirion's data center segment has been separated from the broader Cirion Technologies which will continue to serve as a key channel partner to the data center segment. Cirion's fiber segment offers a comprehensive portfolio of connectivity solutions delivered across terrestrial and submarine fiber networks spanning 18 countries. Cirion serves over 5,500+ customers including multinationals, cloud providers, telecommunications carriers, and public-sector clients. The overall platform's strength lies in its regional depth, integrated infrastructure, and enterprise-focused solutions, making it a key player in LATAM's digital transformation ecosystem.

Cirion's fiber and data center platforms were created through the carve-out of Lumen's LATAM business by Stonepeak, a leading investor managing \$80BN+ of infrastructure assets globally. The overall platform operates a dense portfolio of carrier-neutral data centers across 8 core metros complemented by the most extensive fiber networks in the region, spanning over 18 countries. Cirion Technologies sits at the intersection of connectivity, cloud, and data center growth across a region that is undergoing rapid digital transformation and poised to see further acceleration.

Post the initial acquisition in 2022, Stonepeak has supported the further build out of infrastructure augmenting the company's existing facilities with over 80MW of new build projects. The company's development engine is continuing to scale with ambitions for further build out across its markets supporting both enterprise, wholesale and hyperscale customers. Nelson Fonseca has led the data center segment as CEO over the last several years and will be transitioning to an executive chairman role. Cirion is seeking an accomplished executive to step in as CEO – this leader will continue the transition from a leading colocation provider to a data center platform capable of developing both interconnection facilities and more scaled hyperscale focused sites. The ideal candidate will be an experienced data center operator with



expertise across commercial, operations and development disciplines. The CEO will partner with Stonepeak to align on a strategy to further accelerate the growth of the platform.

COMPANY OVERVIEW

Data Centers & Cloud Infrastructure - Cirion operates 10 data centers across LATAM with over 180MW of available and developable capacity, creating a regional ecosystem of carrier-neutral data centers designed for cloud, AI, and hybrid workloads.

Distinct competitive advantages include -

- Cirion's DC platform leverages multiple highly interconnected facilities that connect hyperscalers, carriers, services providers and enterprises
- Cirion's sites are the top carrier hotels in each of its major markets with a robust connectivity ecosystem
- Ability to meet customer needs across geographies through deployments across multiple data centers leveraging regional scale
- Ramping development capabilities with new deployments across several existing markets and plans to commence more scaled campuses (50MW+ of IT capacity)

Cirion's data center platform is a flexible digital infrastructure model that allows customers to start with multi-rack deployments and scale to meet greater capacity needs as demand evolves. Built to support digital transformation across all industries and throughout LATAM, the company delivers proximity, performance, and growth to hyperscalers, service providers, and enterprises alike.

Data Centers At a Glance -

- 6 Countries
- 8 Core Data Center Markets
- 60MW+ of Available Capacity
- 20MW of In-Flight Development
- 120MW+ of Total Developable Capacity
- 180MW+ of Available and Developable Capacity
- 7 Cloud on-ramps
- +100 connected operators and service providers
- +5,500 interconnections (cross connects)
- +1,300 connected IP Autonomous Systems (ASs)
- 24/7 Expert Support
- AI Readiness Ready for Artificial Intelligence

Connectivity Partnership - The company operates a 105,000+ km fiber network connecting major LATAM markets, providing high-capacity fiber and network services connecting enterprises and cloud providers across LATAM. This partnership can increase the value of the offering to Cirion's DC clients and provide a valuable sales channel



CIRION FACILITY OVERVIEW

Site	Country	Market Ranking (Top 3)	Role	Avail. Capacity (MW)	Exp. Capacity (MW)
BUE1	Argentina	#1 Cirion	#1 Carrier Hotel & Cloud Connect	9.0	1.8
		#2 Telecom Arg.			
		#3 EdgeConneX			
SAO1	Brazil	#1 Equinix	#2 Carrier Hotel & #3 Cloud	20.0	-
		#2 Cirion			
		#3 Ascenty			
SAN1	Chile	#1 Cirion	#1 Carrier Hotel & Cloud Connect	3.5	-
SAN2	Chile	#2 Equinix #3 EdgeConneX		5.0	10.0
LIM1	Peru	#1 Cirion	#1 Carrier Hotel & Cloud Connect	4.0	-
LIM2	Peru	#2 Equinix		5.0	10.0
RIO1	Brazil	#1 Equinix #2 Cirion	#2 Carrier Hotel & Cloud Connect	6.5	-
RIO2	Brazil	#3 Ascenty		-	100.0
BOG2	Colombia	#1 Equinix #2 ODATA #3 Cirion	#1 Enterprise DC (Financial Svcs.)	7.0	-
QUI2	Ecuador	#1 Cirion #2 Telconet	#1 Carrier Hotel	1.5	-
CUR1	Brazil	#1 Cirion #2 Elea	#1 Carrier Hotel	0.7	-
Total		Cirion Competitor		60+	120+



CHAPTER

Cirion Technologies is currently in a transitional growth chapter, evolving from a proven, cash-generative colocation operator into a scaled digital infrastructure platform. With a strong EBITDA base and expansive footprint across key LATAM markets, the company has built high-quality, carrier-neutral assets, many of which are the most interconnected facilities in their respective cities, serving hyperscalers, carriers, and enterprises.

Cirion has historically been successful driving value in its retail colocation facilities through pricing, customer acquisition, and high-margin interconnection ecosystems. Since Stonepeak's acquisition, the company has shifted into an acceleration phase, expanding existing campuses and launching new multi-tenant developments in core markets like Santiago, Lima and Rio. The Company will also be seeking new opportunities to augment capacity across its other existing markets.

At the same time, Cirion is stepping into a more ambitious phase of development, pursuing larger, campus-scale facilities and positioning itself to capture growing hyperscale demand across the region. This current chapter is defined by a dual focus: maximizing the value of its existing assets while systematically scaling new capacity, laying the foundation for a more expansive, hyperscale-oriented platform.

CHARTER

Cirion Technologies' charter for business growth is centered on transforming from a strong, connectivity-led colocation operator into a scaled, hyperscale-ready digital infrastructure platform across LATAM. At its core, the charter is not just about growing capacity, it is about repositioning the company structurally, commercially, and financially to capture the next wave of demand.

Backed by Stonepeak, the company is pivoting toward large campus-style developments designed to meet growing hyperscale and AI demand, while continuing to expand within its core markets, particularly Brazil, where São Paulo and Rio represent critical hubs. This strategy builds on Cirion's existing advantages: deep customer relationships, integrated fiber and data center capabilities, and a strong position in key metros.

To support this shift, Cirion is proactively developing holistic scalable capacity, pursuing a mix of speculative and partially pre-leased builds, and implementing a land banking strategy to secure future sites. At the same time, it is unlocking additional value from its existing portfolio through improved pricing, utilization, and interconnection monetization.

A key enabler of this growth is the structural separation of the data center business, creating a platform with dedicated leadership and governance. Taken together, Cirion's charter reflects a disciplined and ambitious evolution, leveraging its current market position to capture outsized share of hyperscale demand while building a more scalable, institutional-quality infrastructure business.



CIRION DATA CENTER LEADERSHIP TEAM



Nelson Fonseca
CEO of Data
Center Business
[LinkedIn Profile](#)



Gabriel de Campo
CRO of Data
Center Business
[LinkedIn Profile](#)



Rene Rodriguez
CFO of Data
Center Business
[LinkedIn Profile](#)



Alexandre Simcsik
Vice President
Data Center Operations
[LinkedIn Profile](#)



Alberto Alves
Data Center Design
& Construction Director
[LinkedIn Profile](#)

CIRION FIBER LEADERSHIP TEAM



Santiago Londoño
CEO of Connectivity
[LinkedIn Profile](#)



Timothy Medina
CFO of Cirion LATAM
[LinkedIn Profile](#)



FINANCIAL PARTNER

Stonepeak

Headquartered in New York with ~\$84B in AUM, Stonepeak is the largest independent infrastructure and real assets alternative investment manager globally. Stonepeak has over 190 investment professionals with 90 investments across 60+ countries, which collectively employ 65,000+ people. Stonepeak has offices in New York, Houston, Washington, D.C., London, Hong Kong, Seoul, Singapore, Sydney, Tokyo, Abu Dhabi, and Riyadh.

Stonepeak invests in the infrastructure that underpins our daily lives – the physical assets that power homes, connect communities, feed families, enable travel, and deliver goods. Stonepeak primarily invests across three core infrastructure sectors:

- [Energy & Energy Transition](#)
- [Transport & Logistics](#)
- [Digital Infrastructure](#)
 - o Stonepeak invests in critical digital infrastructure including data centers, fiber, residential broadband, small cell, and tower assets across the globe.
 - o Digital infrastructure serves as the foundation from which our increasingly interconnected society operates and supports critically important social objectives including decarbonization and equal access to education. Stonepeak's portfolio companies are focused on bridging the digital divide, powering internet accessibility, enabling the cloud, delivering applications and content to the edge, securing access to data, and driving connectivity globally.
- Andrew Thomas – Senior MD <https://www.linkedin.com/in/andrew-thomas-94158469/>
- Hayden Boucher – MD <https://www.linkedin.com/in/hayden-boucher-0a3857294/>

Full List of Investments - <https://stonepeak.com/investments>

IN THE NEWS

March 2026 - [Cirion redefines its leadership to strengthen LATAM's critical infrastructure](#)

February 2026 - [Cirion warns of risks in the face of the 60% cloud boom](#)

December 2025 - [Cirion Technologies reinforces ESG commitments with significant achievements in 2024](#)

December 2025 - [Is the infrastructure ready? The challenges of data centers during the discount season](#)

October 2025 - [Energy efficiency: the new standard for sustainable data center operation](#)

August 2025 - [Cirion Expands Its Data Center in Buenos Aires to Drive Digital Transformation in Argentina](#)



August 2024 - [Cirion will expand its existing Data Center in Rio de Janeiro, Brazil](#)

May 2024 - [Santiago and Lima, the two cities that will receive new data centers from Cirion by 2025](#)

August 2022 - [Cirion announces its transaction close; Launches its brand, purpose and executive leadership team](#)



CHIEF EXECUTIVE OFFICER

Reporting to the Board of Directors, the Chief Executive Officer (CEO) is responsible and accountable for scaled execution of Cirion's vision during a crucial growth and value creation chapter. From this vision the CEO will develop and implement the proper business plan and delivery methodology to achieve specific revenue and profit goals. Additionally, the CEO will prepare monthly reports measured against plans and adjust based on the on-going needs of the business. The CEO will be responsible for supporting the business with the right talent and will strategize and participate with the leadership team in the areas of operations, sales, technical support, customer relations, supplier relations, and specific problems or opportunities involved in the day-to-day business.

This CEO will be a durable and credible executive with servant leadership characteristics to affect positive inertia, instill a vision, empower a culture, and continue Cirion's commercial momentum in the market from both a sales and financing standpoint. This requires an exceptional executive leader with a track record of leading the commercialization of an integrated network and colocation technology platform to deliver next generation solutions that meet larger capacity and compute demands.

The CEO will be tasked with executing three (3) pillars of value creation while also focusing on refining / upgrading the data center team as Cirion prepares to become fully independent from fiber.

1. Maximize value from the company's existing core sites – optimize capacity through tactical expansions, refine pricing / cross connect strategy and operate at best-in-class standards
2. Fully monetize new edge + enterprise centric sites – 12MW IT capacity builds tethered to existing campuses with recent campuses constructed in Lima and Santiago (Phase 1 RFS for both facilities in 2025). Future opportunities for new medium-size facilities across other geographies including Buenos Aires / Bogota
3. Fully develop build capabilities for scaled campus program to meet hyperscale requirements. Initial hyperscale-focused location in Rio can support 50MW+ of IT capacity. Plans for further land banking and scaled campus development over the next 5 years

More specifically, the CEO will:

- Establish a credible and more deeply refined business plan with the Board and senior management and be accountable for its successful execution
- Capitalize on market opportunities that leverage current expertise to expand both existing assets and new geographic presence to enhance the company's valuation
- Provide the overall leadership, acumen, and working environment necessary to build a world-class technology enterprise which provides true customer value and market acceptance
- Articulate the company's business plan, propriety technology, competitive advantages, and vision to institutional investors, ensuring additional capital raises at appropriate valuations



- Develop and execute annual business plans and budgets for all revenue streams
- Establish realistic annual performance goals for each value chain
- Develop the marketing strategy and tools to support the business plan
- Financial planning, analysis, and reporting to the board on a frequent basis
- Manage profitability and operating expenses within budget and reports monthly, quarterly, and yearly variances
- Develop a competitor database within the markets that the company services and validate the information with the sales and management team
- Identify and maintain relationships for continuing business opportunities with key accounts
- Recruit, train, develop, coach, mentor, manage and promote highly competent management team members
- Act as a key strategist to company sales and marketing in order to formulate strategies and programs, identify resources, resolve crises and execute plans
- Conduct regular communications with the management team, sales team, technical team and the company as a whole
- Continuously advance credibility of Cirion's value proposition in the market through industry education

KEY QUALIFYING CRITERIA

The ideal candidate is a battle-tested digital infrastructure executive leader (CEO hat not required) who has operated at scale, transformed a complex business, driven commercial growth with sophisticated customers, navigated emerging market complexity, and partnered effectively with private equity.

Proven -

Digital Infrastructure operations and business building leadership, ideally through a high growth chapter, at scale. This executive will intimately understand the physics of the business via prior P&L leadership managing distributed physical assets across multiple geographies. Execution complexity is high and credibility with customers is critical from day one

Transformation + Value Creation -

This is the defining lens for the role. The CEO must have demonstrated success transforming a platform through growth and optimization. This equates to evidence of commercial acceleration, organizational redesign and talent upgrades. The CEO must be comfortable driving change while delivering results vs maintaining operations.

Deep Customer & Commercial Orientation -

This is a customer-led growth story with direct experience engaging with Hyperscalers (AWS, Microsoft, Google, etc.), large enterprises, and wholesale / carrier customers. He / She will demonstrate a track record of building strategic, long-term customer partnerships with the ability to translate infrastructure capabilities into solutions and revenue growth. Winning in this market is about becoming indispensable to a small number of very large, sophisticated customers.



Emerging Markets / LATAM Complexity -

Bilingual / Spanish fluency is required along with direct experience operating in LATAM or significant experience in complex, multi-country emerging markets. He / She must demonstrate ability to navigate regulatory environments, currency / macro volatility, and cultural and operational diversity. Successful execution in LATAM requires nuance.

Capital Allocation & Infrastructure Mindset -

This is a capital-intensive business with long-cycle returns. The CEO will bring demonstrated success making large-scale capital allocation decisions (build vs. buy, capacity expansion, etc.) He / She will be comfortable with return-driven investment frameworks (IRR, ROIC, etc.) and partner effectively with a sophisticated sponsor like Stonepeak. This CEO will directly shape billions in capital deployment across fiber and data centers.

Organizational Leadership & Talent Magnetism -

Cirion requires a step-change in performance culture and therefore requires an executive with experience leading large, multinational teams through leadership team topgrading, driving accountability and performance, and building a culture aligned to growth and execution. Business transformation will be won or lost through people, not strategy decks.

Personal Profile & Leadership Style -

Beyond experience, the “how” matters to lead and empower. Cirion requires a low-ego, hand on, high-intensity operator. He / She will be comfortable with ambiguity and imperfect environments, and a strong communicator across board, investors, and frontline teams. The CEO will demonstrate high resilience and stamina and a bias for action over consensus-driven inertia.

WHY CONSIDER THIS OPPORTUNITY WITH CIRION?

For a CEO, this a build-and-transform mandate at scale. Cirion offers a rare combination of mission-critical assets, structural growth, transformation upside, and world-class sponsorship. It is a chance to define the next generation of digital infrastructure in one of the world’s most dynamic emerging regions. The next leader will have the opportunity to:

- Accelerate growth with hyperscalers and large enterprises
- Expand and densify the data center footprint in high-demand markets
- Drive commercial excellence and product innovation
- Instill a high-performance culture across a complex, multinational organization
- Position Cirion as the undisputed leader in LATAMn digital infrastructure

Platform – Cirion operates one of the most interconnected data center platforms in LATAM, with over 180MW of available and developable capacity across 8 core markets, supported by multiple physical and digital security levels, and redundancy levels that businesses require.

Sponsor – Backed by Stonepeak, one of the most accomplished Private Equity firms in digital infrastructure globally, Cirion has access to deep capital, infrastructure expertise, and a long-term investment horizon, enabling bold moves in expansion and capability building.



Timing - A pivotal moment amid massive market tailwinds of explosive demand for cloud, AI workloads, content delivery, and enterprise digitalization across LATAM is driving unprecedented need for high-performance connectivity and data center capacity.

Platform – Cirion is one of few companies in LATAM offering a fully integrated platform solution as a critical partner to hyperscalers, enterprises, and carriers alike.

Transformative – Cirion is evolving from a legacy telecom operator to a modern, customer-centric, high-growth digital infrastructure platform. This is a rare opportunity to lead a full-scale transformation with both operational and strategic impact.

COMPENSATION & BENEFITS

The compensation package will be determined relative to the credentials and experience of the final candidate selected by Cirion. The package is expected to include a competitive base salary, annual performance bonus, long-term incentive compensation in the form of equity tied to value creation, and a comprehensive benefits program.

SEARCH PROCESS

Following a thorough exchange of information including increasing disclosures on Cirion, project portfolio, resume, and Key Qualifying Criteria, CFS Partners anticipates recommending a short list of candidates to Hayden Boucher, Managing Director @ Stonepeak in April 2026.

Contingent on mutual interest, the next conversation will be with Andrew Thomas, Senior Managing Director @ Stonepeak and Cirion Board Chairman.

Finalists will meet with select members of the Cirion leadership team and the Stonepeak team to discuss how to maximize a value creation thesis.

The selected finalist will be presented with a compelling and competitive offer contingent on background check and positive references.