

# TILLION

## **James Matthews**

**Linkedin:** <https://www.linkedin.com/in/james-matthews-a36a186/>

### **Speaker Introduction (Short Version):**

James Matthews is Commercial Director at Tillion Data Centers, where he leads global commercial strategy for hyperscale digital infrastructure platforms. With over 10 years' experience working with hyperscalers, carriers, and enterprise customers, James focuses on translating customer demand into scalable, long-term infrastructure solutions—most recently supporting the development of Tillion's hyperscale campus in Zaragoza, Spain.

### **Complete Biography (Full Version):**

#### **Commercial Director, Tillion | Digital Infrastructure Commercial Leader**

James Matthews is a senior commercial leader in digital infrastructure, with over a decade of experience driving growth, partnerships, and large-scale platform adoption across the data center sector. Known for combining strategic clarity with execution discipline, James operates at the intersection of hyperscale demand, infrastructure development, and long-term value creation.

As Commercial Director at Tillion, James leads the company's global commercial strategy, overseeing customer engagement, commercial frameworks, and go-to-market execution for Tillion's hyperscale developments. He plays a central role in aligning customer requirements with Tillion's unencumbered infrastructure model—ensuring platforms are designed not only to meet today's needs, but to scale seamlessly for the next generation of AI-driven workloads.

James has worked extensively with hyperscalers, carriers, and enterprise customers, building trusted, long-term relationships in highly competitive markets. His experience spans complex capacity transactions, early-stage campus positioning, and the structuring of commercial models that balance speed, flexibility, and durability. He is particularly focused on translating customer demand into repeatable, scalable delivery across emerging European data center markets.

At Tillion, James is closely involved in the development of the company's flagship hyperscale campus in Zaragoza, supporting anchor tenant engagement and shaping commercial structures that underpin long-term platform expansion. He works in close partnership with Tillion's technical, development, and executive leadership to ensure commercial strategy is tightly integrated with design, delivery, and operational execution.

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James is based in the UK and remains actively engaged across Southern Europe and other strategic growth markets, supporting Tillion's ambition to build a next-generation data center platform defined by performance, resilience, and customer alignment.

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