



RAFAEL LOZANO

Rafael Lozano is a senior telecommunications executive with extensive international experience in digital infrastructure, connectivity, business development, and market expansion. He is currently CEO of TelCables Brasil, where he leads the company's strategy to strengthen its position in the Brazilian market, enhance customer experience, and expand the role of Brazil as a strategic connectivity hub in the South Atlantic.

Over the course of his career, Rafael has worked across Europe and Latin America, combining technical expertise with commercial leadership. He spent eight years in Spain with international operators such as British Telecom and Vodafone before moving to Brazil in 2013. Since then, he has held leadership positions at Telefónica Brasil/Vivo, where he led pre-sales engineering for high corporate clients, and at a global Telefónica business unit focused on Big Data across Central America. He later served as Country Manager for EllaLink in Brazil, leading strategic initiatives related to international submarine connectivity and digital infrastructure.

Rafael holds two telecommunications engineering degrees, with a specialization in telecommunications systems, as well as an Executive MBA from IESE Business School. His work focuses on building resilient, high-capacity digital infrastructure and fostering collaboration across the telecommunications ecosystem.