

GENERAL MANAGER MEXICO OPERATIONS

A Rare Enterprise Leadership Opportunity with Transformational Impact

Our client, a leading North American industrial distribution and supply chain solutions organization, is seeking an accomplished executive to lead one of its most strategically important business units.

This is **not** a traditional General Manager opportunity.

It is an opportunity to lead a business at a defining moment in its evolution while shaping the future of a critical growth platform within a private equity-backed organization.

Operating as one of five business units, the Mexico operation generates approximately **\$25 million in annual revenue** with a path to exceed **\$100 million over the next three to five years**. Reporting directly to the **CEO**, this executive will serve as a key member of the leadership team with full responsibility for commercial performance, operations, organizational leadership, and long-term business growth.

The organization has evolved well beyond its legacy as a component distributor into a strategic supply chain partner providing integrated inventory management, engineering support, and value-added solutions to many of North America's most respected manufacturing organizations. Today, the Mexico business serves as a critical growth platform supporting complex OEM and industrial customers while collaborating closely with leadership teams throughout the United States and globally.

The Opportunity

The next General Manager will inherit a business with strong customer relationships and significant market opportunity. The mandate is clear: strengthen commercial execution, elevate operational performance, develop leadership capability, and position the business for its next stage of profitable growth.

This role extends well beyond operations. The General Manager will lead an integrated organization encompassing sales, customer service, supply chain, operations, quality, engineering, and inventory management while partnering closely with enterprise leaders across North America.

For executives who thrive on building high-performing organizations, leading through change, and creating measurable business results, this is an opportunity to leave a lasting legacy.

What Success Looks Like

Commercial Growth

- Strengthen customer relationships, enhance sales execution, and accelerate profitable growth.

Operational Excellence

- Improve operational performance through disciplined execution, process optimization, and exceptional customer service.

Leadership Development

- Build a high-performing leadership team while fostering accountability, collaboration, and continuous improvement.

Cross-Border Collaboration

- Strengthen partnerships across U.S. and Mexico operations while aligning enterprise resources around common business objectives.

Transformational Leadership

- Create the leadership foundation, organizational capability, and culture necessary to sustain long-term growth.

This is more than a General Manager role.

It is an opportunity to restore performance, build a high-performing organization, and shape the future of one of the organization's most strategically important businesses.



Who We Are Seeking

This opportunity is best suited for an accomplished executive who brings:

- Progressive executive leadership experience within industrial, manufacturing, distribution, logistic or supply chain organizations
- Full P&L responsibility with a demonstrated record of delivering profitable growth
- Success leading commercial, operational, and cross-functional business teams
- Strong financial, strategic, and operational acumen
- Exceptional leadership, communication, and relationship-building skills
- A hands-on leadership style with the executive presence to influence across all levels of the organization

Why This Opportunity

- Lead one of the organization's most strategically important business units
- Report directly to the CEO and serve on the Leadership Team
- Lead a business with a path from \$25M to more than \$100M in annual revenue
- Influence strategy, culture, operations, and commercial performance
- Build a lasting legacy within a growing private equity-backed organization

Contact

Winner Partners has been exclusively retained to conduct this confidential executive search. Confidential inquiries, referrals, and expressions of interest may be directed to:

GM@winnerpartners.net by Aug 4, 2026, to ensure full consideration.