



NEWS RELEASE

# Mauricio's Journey from Ford to the Future

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As Visteon celebrates its **25th anniversary**, we have the privilege of sharing a story that begins before Visteon itself existed – a tale of transformation and diplomacy through the eyes of Mauricio Hernandez. His remarkable 40-year journey reads like a masterclass in turning relationships into results.

## The Early Foundation

Mauricio's journey began on August 2, 1984, with Ford Mexico, where he spent his first 14 years in various roles across the Product Engineering Office and Ford Cuautitlan Engine and Assembly Plant. In 1998, as Visteon was taking shape, he stepped into a new role as Customer Service Manager for the Powertrain and Chassis Division.

## The Art of Winning

Some people have a knack for being in the right place at the right time. Mauricio has a knack for turning the right place into the winning place. Under his guidance, doors opened like dominoes: first, a major car radio contract for Ford Mexico, then Visteon's breakthrough cluster project with Nissan Mexicana, followed by a game-changing cluster program for Volkswagen Mexico. Each win placed another brick in building Visteon's success story in Mexico.

## The Diplomat's Touch

In 2008, Mauricio stepped into a role that would make most people's palms sweat: leading Visteon de Mexico's Sales and Public Affairs Office. Suddenly, he was rubbing shoulders with Mexico's Presidents and U.S. Ambassadors, helping shape the future of North American trade. When the USMCA Trade Agreement negotiations came around, Mauricio wasn't just in the room – he was at the table, representing industry interests with the finesse of a



seasoned diplomat as part of the Ford Mexico Suppliers Council and the Mexican Automotive Suppliers Association Board of Directors.

### Crisis Management and Innovation

During the COVID-19 pandemic, Mauricio showed what leadership looks like in action. While others waited for solutions, he partnered with the local HR team to secure crucial government approvals and restart operations while keeping his team's health at the forefront. His innovative thinking didn't stop there – he even revolutionized cash flow with a customer-funded tooling invoicing process.

### A Philosophy of Customer Focus

Ask Mauricio about his business philosophy, and he won't give you complex theories. Instead, he'll share a simple truth that's served him for four decades: "If we have a happy customer, our business will grow." In his world, the sales team is the voice of the customer, speaking directly to the heart of the business.

### Growing Together

While some see professional development as a checkbox, Visteon saw it as an investment in excellence. Two master's degrees later, Mauricio's growth paralleled Visteon's own evolution. "Working for Visteon allowed me to live very well," he reflects, but it's clear he gave as good as he got, building a legacy of success that spans continents.

### Witness to Transformation

Few people can say they've watched a caterpillar become a butterfly. Mauricio has watched Visteon evolve from a traditional auto parts supplier into a technological powerhouse. "I witnessed Visteon's transformation from a typical automotive components supplier to an advanced and competitive technological company," he shares, with the pride of someone who helped build what he witnessed.

### The Human Element

After 40 years, you might expect Mauricio to talk about profits, patents, or programs. Instead, he talks about people. "What I have with me after these 40 years is not just the memories of different areas and people," he says, "I have with me the memories of people who welcomed me, who treated me well, who believed in me and who let me try new things." In a world of metrics and margins, he never forgot that business is ultimately about people.

### Passing the Torch

To the next generation of Visteon innovators, Mauricio offers this glimpse of what awaits: "In Visteon, you will always work with really nice and intelligent people, who commit their time to make sure to have a quality product and high customer satisfaction."

Ready to write your own chapter in Visteon's story? Whether you're a fresh graduate or a seasoned professional, there's room for your ambition here. [Explore opportunities](#) across our global locations and become part of our next 25 years of innovation.