



## Linda Hernández

Director, Industrial Development  
Sales and Marketing  
Kansas City Southern de Mexico (KCSM)

Linda Hernández is Director of Industrial Development for Kansas City Southern de Mexico, S.A. de C.V. (KCSM), a subsidiary of Kansas City Southern (KCS) (NYSE: KSU).

Linda joined KCSM in 2008 where she's held vital roles in the Sales and Marketing Department. Since 2019, Linda has held the position of Director of Industrial Development for Mexico where her focus is on building new customer facilities and nearshoring opportunities throughout the KCSM network. Additionally, she assists with the procurement of real estate and other properties in Mexico for operational efficiency opportunities for the KCS network. Prior to her promotion in 2019, Linda served as the Sales Manager for the Chemical and Petroleum business unit and led the KCS' strategy for Mexico Energy Reform. Linda has maintained responsibility for the Pemex (Petroleos Mexicanos) account.

Linda has extensive experience in the supply chain logistics industry as she worked previously at Logística Integral en Transportación (LIT), a transload and logistics operator, Shell Lubricants and at Altamira Terminal Portuaria.

She holds a bachelor's degree in International Commerce from the Instituto Tecnológico de Estudios Superiores de Monterrey (ITESM) and a master's degree in International Management from the Instituto Tecnológico Autónomo de México (ITAM) in Mexico City. She continued her education by studying Real Estate Strategies at ITAM.

She has been recognized by [Progressive Railroading as a Rising Star](#) in 2019 and as a runner up with honorable mention by Railway Age for their 10 under 40 award. She is a frequent presenter at Industry events covering Infrastructure and Transportation related projects in Mexico. She also was invited by the Mexican Industrial Park Association (AMPIP) to provide training on the rail industry to Mexican Embassies based round the world.

Linda is fluent in Spanish and English.

KCSM is a subsidiary of Kansas City Southern which is headquartered in Kansas City, Missouri. KCS is a transportation holding company that has railroad investments in the U.S., Mexico, and Panama. KCS' North American rail holdings and strategic alliances with other North American rail partners are primary components of a unique railway system, linking the commercial and industrial centers of the U.S., Mexico, and Canada.