

GROWTH OPERATING PARTNER

FOR FOUNDER-LED AND PE-BACKED COMPANIES



Henry "Hank Hugh" Hernandez

GROWTH OPERATING PARTNER | 20+ YEARS

Special Operations, 75th Ranger Regiment

Growth rarely stalls because of one department. It stalls at the constraint no one owns.

I work alongside founders, CEOs, and PE-backed leadership teams to find what is limiting growth, put clear ownership on it, and direct execution until the constraint moves. Diagnosis before prescription. Strategy through execution.

THE HANK HUGH METHOD™

1 Find

Find what matters. The real constraint, before anyone prescribes a solution. The diagnosis decides where we work.

2 Own

Own the outcome. One objective, one accountable owner, clear decision rights, leadership aligned in writing.

3 Execute

Execute until the mission is accomplished. Prove it with evidence every cycle, then transfer the capability.

THE SEAT

Five lanes, one line of accountability: marketing, sales, operations, finance, and people. The constraint moves between lanes. The seat follows it. Never marketing-only.

HOW I ENGAGE

The position holds. The depth flexes. I set the direction and stay accountable for the result; execution runs through your team, a team I stand up, or partners I direct. Every engagement opens with the Value-Creation Diagnostic.

THE RECORD

\$16.26

COST PER CALL AT MHC, DOWN FROM \$209.45

#1

TELADOC FOR TELEMEDICINE. NOT RANKED IN 2015

\$1B+

CLIENT REVENUE INFLUENCED

20+

YEARS BUILDING GROWTH SYSTEMS

Stuck? Ask Hank™.

One business, growth, or execution problem. A paid 30-minute working session, \$100. Bring the problem. We'll work the problem.

calendly.com/henry-hernandez/ask-hank

Larger growth mandate? Discuss an engagement at hankhugh.com/work-with-hank

