

Sergio Muñoz de Alba Medrano |

Doctor of Veterinary Medicine

Mérida, Yucatán – Mexico

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Specialist in Public Administration, Agricultural Policy and Rural Development

Professional Summary

Leader with over **30 years of experience** in public administration, government program management, agricultural policy, and sustainable rural development. Expert in **human resources, material, and financial administration** at scale, having led teams of up to 320 people and managed budgets exceeding 250 million MXN annually. Experienced in **ISO 9000 quality management systems**: SOP development and standardized processes for product registration and export logistics. Recent collaborator with SADER Yucatán team in developing digital platforms for animal health monitoring. Committed to the welfare of Yucatecan families through strategic planning and institutional innovation.

Key Administrative Competencies

Personnel Management: Leadership of multidisciplinary teams of up to **320+ public servants** across 22 regional offices

Budget Administration: Oversight and execution of **250+ million MXN annually** in federal-state programs with regulatory compliance

Program Operations: Distribution of **120 million MXN annually** through Procampo program to 45,000+ beneficiaries

Interagency Coordination: Liaison with SADER, SENASICA, APHIS-USDA, state governments, and auxiliary organizations

Animal Health Management: SINIIGA-SINIDA traceability, bovine tuberculosis campaigns, export certification

Digital Innovation: GOB.mx v3 web development, Firebase, VS Code, agreement tracking systems

Professional Experience

SADER Yucatán Mérida
05/2025–Present
Independent Consultant (External Advisor)

Collaboration with MVZ Jorge Carlos Berlín Montero's team, State Representative.

- Developed the “**Centro de Consulta de Acuerdos Zoosanitarios**” (ceso-aphis-yuc.web.app), a bilingual web platform under GOB.mx v3 standards for CESO and APHIS-USDA/SENASICA tracking
- Implemented migration of 9 HTML pages, standardization of 50+ UI elements, real-time dashboards, and evidence upload system
- Facilitated regulatory compliance and bilateral Mexico-U.S. cooperation in livestock exports

Youcatan Land SAPI de CV Mérida
08/2020–04/2025
Project Manager

- Led efforts to secure state concession for “Tabi, Santuario de Selva Maya” in San Juan Bautista Tabi Protected Area (1,350 ha)
- Developed the “Integrated Strategies Program for Agricultural Sustainability” for Blue Core A.C., promoting agroecological transition in rural communities

Universidad Marista de Mérida Mérida
09/2017–12/2025
Professor, Natural Resources Management Programme

- Taught “Analysis and Evaluation of Animal Production Systems” and “Design of Sustainable Livestock Systems” to 9th and 10th semester students
- Trained specialists in sustainable agricultural practices and conservation

The Nature Conservancy Mérida
10/2013–08/2017
Agricultural Economist, M-REDD+ Strategy, Alianza México REDD+

- Implemented silvopastoral livestock systems in 8 pilot ranches for low-carbon rural development
- Executive Secretary of the Sustainable Cattle Production Community of Practice

SAGARPA Yucatán
08/2012–02/2013
Acting Head of Delegation

Highest federal agricultural authority in the State of Yucatán.

- Led a team of 320+ public servants across 22 regional offices
- Coordinated all federal agricultural program operations and institutional relations with the State Government
- Represented the institution before state authorities, producers, and sector organizations

SAGARPA

Yucatán

Subdelegate for Planning and Rural Development

10/2005–09/2013

- **Managed the Procampo program:** distribution of 120 million MXN annually to over 45,000 producers
- **Oversaw execution of 250 million MXN annually** in concurrent federal-state programs
- Ensured legal compliance, fiscal discipline, and transparency in public resource management
- Coordinated strategic planning for rural development in the State

SAGARPA

Yucatán

Head of Rural Development District, Ticul

08/2002–09/2005

- Coordinated subsidy programs for over **18,000 producers annually**
- **Managed a team of 148 public servants**
- Established **18 Municipal Councils for Sustainable Rural Development**

AGROPHARMA

Yucatán

Owner, Veterinary Pharmaceutical Microenterprise

08/1998–07/2001

- Increased sales from 150,000 to **2 million MXN annually**
- Launched 15 new products to the regional market

LAPISA, SA de CV

Michoacán

Export Manager, Veterinary Pharmaceutical Laboratory

01/1994–12/1997

- **Designed and established the export department** from scratch
- Initiated commercial operations in **13 countries** across Latin America and Asia
- **Participated in ISO 9000 certification process:** developed SOPs (Standard Operating Procedures) for international registration of veterinary pharmaceutical products and export logistics

Education

Universidad Autónoma de Yucatán

Mérida

Master's in Government and Public Policy (coursework completed)

2004–2007

Universidad del Valle de Atemajac

La Piedad, Michoacán

Master's in Business Administration (coursework completed)

1994–1997

Universidad Nacional Autónoma de México

Mexico City

Bachelor's in Veterinary Medicine and Animal Science, Professional License

1984–1988

Languages

Spanish: Native

English: Bilingual Proficiency

Professional oral and written communication

French: Intermediate

Technical Skills

Web Development: HTML, CSS, JavaScript, Firebase, GOB.mx v3 standards

Tools: Visual Studio Code, QGIS, Microsoft Office, Google Workspace

AI & Analytics: Artificial Intelligence tools, data analysis, dashboards