

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

Independent Consultant (External Advisor)

Mérida

05/2025–Present

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

Project Manager

Mérida

08/2020–04/2025

- 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

Professor, Natural Resources Management Programme

Mérida

09/2017–12/2025

- 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

Agricultural Economist, M-REDD+ Strategy, Alianza México REDD+

Mérida

10/2013–08/2017

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

SAGARPA

Acting Head of Delegation

Yucatán

08/2012–02/2013

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

Subdelegate for Planning and Rural Development

Yucatán

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

Head of Rural Development District, Ticul

Yucatán

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

Owner, Veterinary Pharmaceutical Microenterprise

Yucatán

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

Export Manager, Veterinary Pharmaceutical Laboratory

Michoacán

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

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

Mérida

2004–2007

Universidad del Valle de Atemajac

Master's in Business Administration (coursework completed)

La Piedad, Michoacán

1994–1997

Universidad Nacional Autónoma de México

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

Mexico City

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