

Eduardo Medina

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EDUCATION

Masters of Agriculture with Specialization in Agribusiness, New Mexico State University, Las Cruces, New Mexico. *Graduated May 2014.*

Bachelor of Business Administration with a major in International Business, St. Mary's University, San Antonio, Texas. *Graduated May 1996.*

Junior College, New Mexico Military Institute, Roswell, New Mexico. *1989-1991.*

El Paso Community College, El Paso, Texas *1989-1990.*

WORK EXPERIENCE

New Mexico Agriculture Mediation Program Manager. New Mexico State University
2014- Present Las Cruces, New Mexico

- Through the New Mexico Agricultural Mediation Program (NMAMP), mediates agricultural disputes between farmers/ranchers and USDA throughout the State of New Mexico. The program administered by the Cooperative Extension Service at New Mexico State University and certified by the U.S. Department of Agriculture.
- Provides a voluntary alternative to litigation, arbitration, or formal appeals through impartial third party mediation.
- Provides all parties the opportunity to express their views and provide input toward the solution.

Small Farm and Ranch Outreach Coordinator. New Mexico State University.
2009-2014 Las Cruces, New Mexico.

- Coordinate products and services for small scale farmers & ranchers within an eight county area in Southwestern New Mexico.
- Provide outreach and coordination of services for the New Mexico Cooperative Extension Service, New Mexico Department of Agriculture, United States Department of Agriculture FAS and NRCS Offices to local small scale farmers & ranchers.
- Coordinate information for community economic development in eight county area.
- Provide leadership many bi-cultural projects and related topic seminars.
- Assisted in the creation, dialogue, and dissemination of information United States 4-H youth program for FECHAC – Chihuahua, Mexico, youth programming initiative entitled: “4S”.

Manager. Rancho “El Sauz”.

1982-2013. *Casas Grandes, Chihuahua, México.*

- Act as a leader and stakeholder capacity in all aspects of company large animal - cattle, cow-calf, and horse operation.
- Supervision of extremely diverse and dynamic business with over 5 to 20 season employees.
- Continue to gain administrative capacity growth through heavy hands on training and learning, from the physical aspects of the business to the intellectual, buying, selling, forecasting, supplying, contracting, payroll, exporting and importing
- Conduct fast-paced problem solving decision making on a day-to-day basis when dealing with nature.

Inventory Control. Charles F. Dickerson, Inc. International Auctioneers.

2008-2009. *Las Cruces, New Mexico.*

- Conducted customer service with buyers and sellers.
- Kept current on computer skills regarding establishing and continual upgrading of *Microsoft* Office programs and in house auction program and inventory control.
- Functioned as manager of daily office processes and scheduling.

Operations Manager and Logistics Specialist. OMC Services

2004-2007. *Fort Worth and El Paso, Texas.*

- Responsible for brokering loads, providing rate quotes to customers, matching freight with available carriers.
- Developed new business contacts.
- Created customer service activities to benefit both supplier and consumer.
- Performed administrative functions in the import /export environment.
- Supervised three full-time employees

Branch Manager and Office Manager. Trans Dynamics

2006-2006. *Roanoke, Texas.*

- Conducted operational functions, brokering loads, providing rate quotes to customers, matching freight with available carriers with an average of 20-50 trucks moving per day.
- Created customer service activities while processing administrative functions.
- Supervised twelve full time employees.

Customer Logistics Manager. RYDER

2001-2004. *Fort Worth, Texas.*

- Over saw the daily functions relating to 20-40 brokering loads per day.
- As manager, was able to give rate quotes, matching freight with available resources, developing new business sales and full customer service activities.
- Management of five or more customer accounts, lifecycle, extending existing products where feasible.
- Responsible for safety issues, profit and loss responsibility, launch and continuous improvement accounts related to specific business or product category and day-to-day customer interface and operations.

Operations Manager. Intra-MEC

1998- 2001. *El Paso, Texas.*

- Supervised movement of eight trucks and five full-time office staff.

- Responsible for all aspects of inside and outside business including sales, customer service, accounts payable, and receivable.
- Conducted a large range of other duties as assigned including brokering, dispatching trucks, payroll, purchasing, budgeting, and customer service.

Transportation Broker. C.H. Robinson

1997-1998 *El Paso, Texas.*

- Managed 3rd party transportation logistics (averaging 20 loads per day) for the southeastern region of the United States.
- Specialized in sales and brokerage of loads with the use of trucks that would otherwise deadhead back home.
- Daily duties and responsibilities included complex negotiation, delegation, persuasion, problem solving, prioritizing, structuring, and organizing; all while carrying on multi-account, multi-task responsibilities, which at times included servicing up to 45 accounts simultaneously.

Distribution Materials Analyst. Allegiance Healthcare

1997. *El Paso, Texas*

- Responsible for the proper systematic flow of raw materials to four twin plants within the state of Chihuahua.
- Organized and maintained strict inventory control with the purpose of cutting costs through a “Just in Time – JIT” materials warehousing method.
- Kept control and proper implementation in planning, purchasing, and production departments of each plant while working systematically provide the right materials at the right time.

Consultant Internship Trainee. Rio Cibolo Ranch

1995. *San Antonio, Texas*

- Authored a business proposal and plan for the ranch to enable them to compete in fast-paced changing market.
- Applied ranch, conservation and large animal knowledge in the creation and suggested dissemination of the plan.
- Acquired necessary leadership and communication skills through hands-on education.
- Ability to participate in the project as a knowledgeable source of the land and business aspects of this operation.

MEMBERSHIPS

<u>New Mexico Farm Bureau.</u>	2007 to present.
<u>Asociación Ganadera de Nuevo Casas Grandes.</u>	1985 to present.
<u>Union Ganadera de Chihuahua.</u>	1985 to present.
<u>New Mexico Military Institute Alumni Association.</u>	2007 to present.

CERTIFICATIONS & SPECIAL SKILLS

- Certification to provide mediation in New Mexico
- ISO Certification
- New Mexico Pesticide Safety Certification
- Fluent in Spanish and English communication and interpersonal skills

- Bi-cultural (United States and Mexico) and international relations skills
- Accounting, Finance, Microsoft Office, and other computer program's

REFERENCES

Leah Walsh, Director
United States Department of Agriculture – FSA
575-522-8775 ext. 110

Dr Paul Gutierrez
New Mexico State University
575- 646-7577

Don Bustos
505-514-1662

Ruben Garcia, President
GM Builders
575-621-7436

Edward Avalos
United States Department of Agriculture
Former Under Secretary for Marketing and Regulatory
Programs
575-642-6942