

## SEBASTIAN OCHOA ALVAREZ

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### **PROFESSIONAL SUMMARY**

Adaptive Senior Project Manager with 10+ years of experience leading global teams and delivering complex, large-scale projects across diverse industries. Expert in full-lifecycle project management, from initial proposal to final delivery, with a focus on financial oversight, resource optimization, and executive-level stakeholder engagement. A leader dedicated to building high-performing, collaborative teams and driving project success through mutual respect and a commitment to excellence, aligning with entrepreneurial and people-first cultures.

### **KEY SKILLS**

- **Project & Financial Management:** Budgeting, Financial Oversight, Scheduling, Resource Allocation, Risk Management, KPI/OKR Tracking.
- **Leadership & Team Mentorship:** Team Building, Mentoring Direct Reports, Performance Management, Cross-Functional Team Leadership (+100 members).
- **Stakeholder & Client Engagement:** C-Level Reporting, Client Relationship Management, RFP Analysis & Proposal Development, Agency & Partner Coordination.
- **Project Methodologies & Execution:** SAFe, Scrum, Kanban, Waterfall, Full Project Lifecycle Oversight, Process Improvement, Release Management.

### **PROFESSIONAL EXPERIENCE**

#### **Senior Project Manager**

08/2021 - 07/2025

**Globant**, Medellin, Colombia

*A digitally native consulting firm leveraging AI and innovative technologies to reinvent businesses by creating seamless, scalable software experiences for global clients.*

- Directed project portfolios for clients like Royal Caribbean and Dick's Sporting Goods, managing schedules, budgets, and resources across globally distributed teams of 100+ engineers.
- Mentored project management teams and improved performance through adaptive quarterly roadmaps and KPI tracking, boosting a client's e-commerce platform efficiency by 40%.
- Fostered strong client relationships through transparent C-level reporting, translating complex project data into clear status indicators to ensure executive alignment and project success.

#### **Technical Project Manager**

01/2020 - 07/2021

**Mango Soft**, Miami, FL.

*A specialized software consultancy delivering bespoke cloud-based solutions in media, big data, and healthcare, focused on innovative and high-performance digital products.*

- Managed end-to-end project delivery for Concacaf, overseeing project financials, schedules, and scope to launch new media streaming services on time and within budget.
- Led all project staffing efforts, from requirement definition to final enrollment, successfully building and scaling technical teams of 10+ specialists for multiple projects.
- Drove client wins by leading RFP responses and proposal creation, securing fixed-price contracts and establishing long-term partnerships in the media and healthcare sectors.

#### **Technical Project Manager**

01/2019 - 12/2019

**TIPI**, Medellin, Colombia.

*An integrated technology firm developing custom hardware and software solutions for public safety, law enforcement, and healthcare, enhancing operational efficiency and safety.*

- Led complex, fixed-price government contracts for the Colombian Police, ensuring strict adherence to project constraints, quality standards, and delivery timelines for 3,000+ devices.
- Managed the entire project lifecycle, from planning and team leadership to hands-on technical guidance, operations, and customer support, ensuring successful city-wide deployments.

- Oversaw resource planning for hardware/software teams, delivering integrated solutions that improved patient communication and operational workflows for over 10 clinics and hospitals.

### **Technical Project Manager**

08/2012 - 12/2018

**IT Big Boss Software House**, Medellin, Colombia.

*A SaaS provider I co-founded, delivering POS and business management software to over 1,000 small businesses in the retail, fitness, and health industries.*

- Directed the full product development lifecycle as a business owner, managing all technical, operational, and financial aspects to achieve market leadership in the region.
- Led and mentored a team of 30+ employees, fostering a culture of innovation and customer focus that drove product adoption across 1,000+ businesses in Latam.
- Managed all client-facing operations, including support and new implementations, which ensured high satisfaction and retention for a large and diverse customer base.

### **IT Manager**

07/2005 - 07/2012

**Bodytech**, Bogota, Colombia.

*A leading chain of health and fitness centers across Latin America, committed to promoting well-being through high-quality facilities and technology-driven member services.*

- Managed large-scale technology infrastructure projects, including network, security, and CRM/ERP systems, across 60+ sites in Colombia, Peru, and Chile, ensuring operational continuity.
- Led the IT Service Desk implementation and operations, establishing support protocols and workflows that improved system uptime and internal user satisfaction across the organization.
- Directed the complete lifecycle for a new access control system, integrating software, hardware, and biometrics to enhance security and streamline member access.

## **PROFESSIONAL DEVELOPMENT**

- **Agile Project Management:** Certified SAFe 6 Agilist, Advanced Certified ScrumMaster (A-CSM), Certified ScrumMaster (CSM).
- **Agile Product Management:** Certified Scrum Product Owner (CSPO).
- **Project Management:** Management 3.0, Google Project Management Certificate, Microsoft Career Essentials in Project.
- **AI:** Google Generative AI Leader Certificate, Microsoft Career Essentials in Generative AI.
- **Cloud:** Google Cloud Digital Leader Certificate, AWS Cloud Technical Essentials.
- **Languages:** English, Spanish.

## **EDUCATION**

- **Bachelor's Degree in Computer Engineering:** Politecnico Colombiano Jaime Isaza Cadavid, Medellin, Colombia.
- **Graduate-level in Technology Management:** EAN University, Bogota, Colombia.