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July 31st, 2025

Hiring Manager

CEVA Logistics

**SUBJECT:** Application for Deployment Project & Change Manager at CEVA Logistics

Dear Hiring Manager,

I am writing to express my strong interest in the Deployment Project & Change Manager position at CEVA Logistics, as advertised on LinkedIn. With over 10 years of experience leading large-scale technology deployments and complex change initiatives for global organizations, I am confident in my ability to manage the successful rollout of your Manhattan IT stack.

Throughout my career, I have honed my expertise in full-cycle project execution, from initial planning, scope definition, and risk assessment to resource allocation and release management. My background includes extensive experience in owning change management strategies, driving stakeholder engagement from on-site teams to senior leadership, and ensuring high user adoption rates for new systems. I am adept at using both Agile and traditional project management methodologies to ensure seamless operational transitions.

For example, at Royal Caribbean, I directed the deployment of new features for the guest mobile app across multiple globally distributed teams. This involved coordinating closely with operations, IT, and customer-facing teams to manage the change impact, communicate progress effectively, and ensure the technology was adopted smoothly, ultimately enhancing the customer experience.

I am eager to apply my adaptive project leadership and change management skills to support CEVA's strategic goals. Thank you for your time and consideration. I look forward to discussing how my experience in managing complex deployments can benefit your team.

Sincerely,

Sebastian Ochoa Alvarez