

SEBASTIAN OCHOA ALVAREZ

Orlando, FL · (786) 475-0772

sebastian.ochoa.alvarez@gmail.com · www.linkedin.com/in/sebastianochaalvarez

July 30th, 2025

Hiring Manager

AireSpring

SUBJECT: Application for Telecom Project Manager at AireSpring

Dear Hiring Manager,

I am writing to express my keen interest in the Telecom Project Manager position at AireSpring, which I discovered on LinkedIn. Your company's 20-year reputation for integrity and delivering an award-winning customer experience in cloud communications and managed connectivity strongly resonates with my professional commitment to service excellence and reliability.

In my role at Globant, I was the single point of contact for complex projects at Royal Caribbean, including the delivery of onboard WiFi and digital guest services. I managed project timelines and coordinated multiple global teams to resolve issues proactively. This hands-on client management resulted in the on-time delivery of critical communication features and significantly enhanced guest satisfaction, strengthening our client partnership.

My experience as an IT Manager at Bodytech directly aligns with your core business. I led the complete lifecycle for scaling IT infrastructure, including networking and IP phoning, across more than 60 new sites in three countries. I was responsible for everything from planning and equipment tracking to deployment and establishing the IT service desk. This initiative successfully provided robust, scalable connectivity that was crucial for the company's expansion and operational stability.

I am confident that my 10+ years of experience in managing technical projects, ensuring client satisfaction, and coordinating complex implementations make me an excellent candidate for this role. I am adept at creating and executing project plans, managing multiple priorities, and facilitating clear communication between clients, sales teams, and technical resources. Per your request, my salary expectations are negotiable and align with industry standards for a role of this scope. I am eager to discuss how I can contribute to AireSpring's mission to help clients connect and communicate easily.

Sincerely,

Sebastian Ochoa Alvarez