

**SEBASTIAN OCHOA ALVAREZ**

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July 30th, 2025

Hiring Manager

Kraken

**SUBJECT:** Application for Technical Project Manager - Consumer at Kraken

Dear Kraken Hiring Team,

I am writing to express my enthusiastic interest in the Technical Project Manager - Consumer role at Kraken. Your mission to accelerate the global adoption of crypto for financial freedom deeply resonates with my professional passion for leveraging technology to create impactful solutions. With over 10 years of experience leading complex, cross-functional product initiatives, I am confident I possess the skills and drive to contribute significantly to your Consumer team.

Throughout my career, I have specialized in driving execution across diverse teams including Product, Engineering, Legal, and Marketing, similar to the scope outlined in your job description. I have a strong record of owning business reporting and creating high-quality deliverables, from C-level presentations and board decks to detailed weekly and monthly KPI reports, ensuring all stakeholders are aligned and informed.

My approach involves acting as a strategic partner to leadership, using data-informed insights to surface opportunities, establish effective KPIs, and maintain dynamic team roadmaps using tools like Jira and Confluence. I excel at serving as a central liaison for cross-functional requests, ensuring clear communication and efficient routing of priorities. I am highly proficient in both Agile and waterfall methodologies, applying an adaptive approach to fit the unique context of each project.

As a firm believer in the future of decentralized finance, I am eager to bring my project management expertise, collaborative mindset, and bias for action to Kraken. I am excited by the opportunity to help build world-class financial experiences and support your mission-driven team.

Sincerely,

Sebastian Ochoa Alvarez