

SEBASTIAN OCHOA ALVAREZ

Orlando, FL · (786) 475-0772

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

July 30th, 2025

Hiring Manager

Kimley-Horn

SUBJECT: Application for Senior Project Manager, Practice Builder - Aviation at Kimley-Horn

Dear Hiring Manager,

I am writing to express my strong interest in the Senior Project Manager, Practice Builder - Aviation role at Kimley-Horn, as advertised on LinkedIn. With over 15 years of experience leading complex projects, building successful practices, and driving business growth, I am confident that my skills in leadership, client management, and profitable project delivery align with the core responsibilities of this position.

Throughout my career, I have been responsible for providing strategic vision, establishing business plans, and building and maintaining strong client relationships, leading to significant practice expansion. My experience includes the full business development lifecycle, from writing proposals and defining scopes of work to budgeting and managing projects profitably. I have a history of successfully leading and mentoring large, cross-functional teams, fostering open communication, and transitioning work effectively to grow staff capabilities.

My background in managing large-scale infrastructure, cloud, and system integration projects across regulated industries like finance and healthcare has honed my ability to operate with integrity and sound business principles. I am particularly drawn to Kimley-Horn's people-first culture and the opportunity to build a practice with a great deal of autonomy. I am eager to apply my adaptive project management approach and experience in strategic growth to expand your Aviation practice in Orlando.

Thank you for considering my application. I look forward to the opportunity to discuss how my leadership and practice-building experience can contribute to Kimley-Horn's continued success.

Sincerely,

Sebastian Ochoa Alvarez