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July 31st, 2025

Hiring Manager

Trialbee

SUBJECT: Application for Project Manager at Trialbee

Dear Hiring Manager,

I am writing to express my keen interest in the Project Manager position at Trialbee, as advertised on LinkedIn. I am deeply impressed by Trialbee's mission to simplify the patient journey in clinical research, and I am confident that my extensive experience in leading complex, technology-driven projects, particularly within the healthcare sector, aligns perfectly with the requirements of this role.

In my previous roles, I faced the challenge of delivering sophisticated digital solutions for clients in highly regulated and complex industries. As a Technical Project Manager at Mango-Soft, I led the development of several healthcare IT products, including a patient portal for visualizing medical images and a voice-to-text application for physicians. By managing the end-to-end project lifecycle and coordinating integrations with hospital systems using HL7 and DICOM standards, we successfully launched these platforms, which enhanced patient data accessibility and improved clinical workflows.

Similarly, the need to manage large-scale programs with diverse, globally distributed teams and tight budgets was a constant. At Globant, I managed portfolios for clients like Dick's Sporting Goods, where I directed a program that improved e-commerce platform performance by 40%. I achieved this by implementing adaptive quarterly roadmaps, overseeing financials, and leading cross-functional teams of over 100 engineers, ensuring transparent communication with C-level stakeholders through detailed KPI reporting.

My background in software development, consulting, and managing client-facing digital platforms has equipped me with a unique blend of technical acumen and strategic project management skills. I am passionate about leveraging technology to solve meaningful problems and am excited by the opportunity to contribute to Trialbee's purpose of transforming how patients engage with clinical research.

Sincerely,

Sebastian Ochoa Alvarez