SEBASTIAN OCHOA ALVAREZ

Orlando, FL · (786) 475-0772

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

July 22, 2024
Daylyn "Day" Perez
Pape-Dawson

SUBJECT: Application for Senior Project Manager - Land Development at Pape-Dawson

Dear Daylyn "Day" Perez, I am writing to express my keen interest in the Senior Project Manager - Land Development position at Pape-Dawson, which I discovered on LinkedIn. With over a decade of comprehensive project management experience, I have a strong background in leading complex, multi-faceted projects from conception through to successful completion.

My career has been focused on managing project scopes, schedules, and budgets while supervising diverse, cross-functional teams to achieve strategic goals. I am adept at engaging with clients, managing stakeholder expectations, and coordinating with various agencies to ensure seamless project progression and compliance. My approach is centered on developing new opportunities and solving challenging problems through meticulous planning and execution.

I am confident that my extensive experience in project leadership, resource management, and client relations aligns with the core responsibilities of this role. I am eager to apply my adaptive project management skills to contribute to your team's success in developing solutions for policy and design challenges.

Thank you for considering my application. I have attached my resume for your review and look forward to discussing how my background can benefit Pape-Dawson. Sincerely, [Your Name] CAREER_SUMMARY: Adaptive Senior Project Manager with 10+ years of experience leading cross-functional teams and delivering complex projects across diverse sectors. Expert in managing project scopes, schedules, and budgets from initiation to completion. Skilled in client relations, regulatory agency coordination, and developing new project opportunities through strategic leadership and meticulous execution. SKILLS_TITLE_1: Project & Program Management SKILLS_DESC_1: Scope, Schedule & Budget Management; Risk Mitigation; Stakeholder Engagement; Regulatory Coordination; RFP & Proposal Management. SKILLS_TITLE_2: Leadership & Team Management SKILLS_DESC_2: Cross-Functional Team Supervision; Client Relationship Management; New Business Development; Performance Metrics (KPIs & OKRs); Resource Staffing. SKILLS_TITLE_3: Project Methodologies SKILLS_DESC_3: Agile (SAFe, Scrum, Kanban); Waterfall; Hybrid Approaches; End-to-End Project Lifecycle. SKILLS_TITLE_4: Industry Acumen SKILLS_DESC_4: Finance; Healthcare; Retail; Travel & Hospitality; Media; Public Safety; AI-Driven Solutions; Cloud Platforms (AWS, GCP). JOB_TITLE_GLOBANT: Senior Project Manager COMPANY_SUMMARY_GLOBANT: A digitally native consulting firm leveraging AI and innovative technologies to help organizations reinvent themselves and unleash their potential through transformative software solutions. COMPANY_BULLET_1_GLOBANT: Managed multiple large-scale project portfolios for clients like Royal Caribbean, ensuring strict alignment with scope, schedule, and multimillion-dollar budget constraints. COMPANY_BULLET_2_GLOBANT: Led globally distributed teams of up to 100 members, supervising project lifecycles and facilitating communication between clients, teams, and executive stakeholders. COMPANY_BULLET_3_GLOBANT: Drove project discovery and planning for clients like Dick's Sporting Goods, developing strategic roadmaps and translating complex requirements into actionable, time-bound deliverables.

JOB_TITLE_MANGOSOFT: Technical Project Manager COMPANY_SUMMARY_MANGOSOFT: A specialized software development company delivering custom solutions in cloud services, big data, and media streaming for clients in the US market. COMPANY_BULLET_1_MANGOSOFT: Managed end-to-end project delivery for clients in media and healthcare, including scope definition, resource planning, and final implementation and production support. COMPANY_BULLET_2_MANGOSOFT: Established project management methodologies and KPIs, improving team performance and ensuring consistent, on-time delivery across all project engagements for clients like Concacaf. COMPANY_BULLET_3_MANGOSOFT: Directed client-facing activities, from initial proposal development to regular progress meetings, successfully managing expectations and securing all defined project objectives. JOB_TITLE_TIPI: Technical Project Manager COMPANY_SUMMARY_TIPI: A technology firm specializing in the design and manufacturing of integrated hardware and software solutions for public safety, security, and healthcare sectors. COMPANY_BULLET_1_TIPI: Led project execution for complex hardware-software solutions for government clients like the Colombian Police, ensuring compliance with strict contractual and regulatory requirements. COMPANY_BULLET_2_TIPI: Managed the complete project lifecycle for over 3,000 deployed bodycam devices, overseeing planning, implementation, quality assurance, and operational support workflows. COMPANY_BULLET_3_TIPI: Directed technical and operational teams, providing hands-on leadership to solve design challenges, ensuring successful product deployment and high client satisfaction. JOB_TITLE_ITBIGBOSS: Technical Project Manager COMPANY_SUMMARY_ITBIGBOSS: A software-as-a-service (SaaS) provider developing point-of-sale, CRM, and management solutions for small and medium-sized businesses in the retail and wellness industries. COMPANY_BULLET_1_ITBIGBOSS: Directed the full product lifecycle for a SaaS platform, leading implementation and customization for over 1,000 small businesses across Latin America. COMPANY_BULLET_2_ITBIGBOSS: Led a team of 30+ through all development, quality, and release cycles, delivering a scalable solution that automated billing and improved operations. COMPANY_BULLET_3_ITBIGBOSS: Oversaw all operational support and client workflows, ensuring high levels of customer satisfaction and retention for a subscription-based service model. JOB_TITLE_BODYTECH: IT Manager COMPANY_SUMMARY_BODYTECH: A leading chain of health and fitness centers in Latin America, providing comprehensive wellness services and medical expertise to its members. COMPANY_BULLET_1_BODYTECH: Led IT infrastructure and service desk operations across 60+ sites in three countries, managing networking, security, and enterprise systems implementation. COMPANY_BULLET_2_BODYTECH: Directed the full software development lifecycle for the company's internal CRM and billing systems, increasing member retention and improving operational efficiency. COMPANY_BULLET_3_BODYTECH: Managed large-scale technology projects, including a multi-national Dynamics CRM & ERP deployment and the implementation of biometric access control systems.