

## SEBASTIAN OCHOA ALVAREZ

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### **PROFESSIONAL SUMMARY**

Adaptive Project Manager with 10+ years of experience leading large-scale, complex initiatives across multiple industries. Expert in full-lifecycle project management, including financial forecasting, cost control, contract negotiation, and risk mitigation. Excels at managing large cross-functional teams and subcontractors to deliver projects on time and within budget. Strengths in executive-level stakeholder communication, claims management, and ensuring quality and safety compliance.

### **KEY SKILLS**

- **Project & Financial Controls:** Budgeting & Cost Control, Financial Forecasting, CPM Scheduling, Risk Identification & Mitigation, Quality Control, Change Order Management
- **Contract & Vendor Management:** Procurement & Buy-Out Process, Contract Management & Negotiation, Subcontractor & Supplier Management, RFP Analysis, Claims Management
- **Leadership & Stakeholder Relations:** Cross-Functional Team Leadership (100+), Employee Performance Management, Executive Reporting & Communication, Stakeholder Engagement
- **Methodologies & Certifications:** Waterfall, Hybrid, Scrum, SAFe, PMP Principles, Jira, Confluence, MS Teams, Certified SAFe 6 Agilist, A-CSM
- **Languages:** Spanish

### **PROFESSIONAL EXPERIENCE**

#### **Project Manager**

08/2021 - 07/2025

**Globant**, Medellin, Colombia

*A digitally native company reinventing businesses through innovative technology solutions, specializing in AI-powered software development and large-scale digital consulting for global enterprises.*

- Managed multi-million dollar project portfolios for clients like Royal Caribbean, ensuring adherence to fixed-price contracts and controlling costs across globally distributed teams.
- Mitigated project risks for Dick's Sporting Goods' e-commerce platform, leading to a 40% improvement in operational efficiency through close monitoring and stakeholder alignment.
- Led RFP analysis, proposal creation, and contract negotiations, effectively managing scope changes and client claims to protect project margins and ensure clear deliverables.
- Directed cross-functional teams of 100+ engineers, implementing performance metrics and coaching to consistently meet quarterly project delivery goals on schedule and within budget.

#### **Technical Project Manager**

01/2020 - 07/2021

**Mango Soft**, Miami, FL

*A software consulting firm delivering custom cloud, data, and streaming solutions for the media and healthcare industries.*

- Directed end-to-end project delivery for Concacaf, managing fixed-price contracts, procurement, and supplier relationships for media streaming and data management platforms.
- Implemented project control frameworks for healthcare clients, improving project predictability and ensuring successful delivery of complex system integrations on schedule and budget.
- Led teams of 10+ engineers through the full project lifecycle, defining project scope, managing resource allocation, and providing regular progress reports to stakeholders.

#### **Technical Project Manager**

01/2019 - 12/2019

**TIPI**, Medellin, Colombia

*A technology firm developing integrated hardware and software solutions for the public safety, law enforcement, and healthcare sectors.*

- Managed government contracts for the Colombian Police, overseeing the entire lifecycle from planning and procurement to deployment and support for 3,000+ bodycam devices.
- Led the development and implementation of a hybrid hardware/software solution, defining project constraints and ensuring quality control under fixed-price government agreements.
- Directed project operations and quality assurance, leading to successful deployments and improved support workflows for large-scale implementations in over 10 major clinics.

### **Technical Project Manager**

08/2012 - 12/2018

**IT Big Boss Software House**, Medellin, Colombia

*A SaaS company that provided Point-of-Sale (POS) and business management software solutions for small businesses across Latin America.*

- Led the full product life cycle for a SaaS platform, managing project scope, schedule, and budget to serve a growing base of over 1,000 businesses.
- Directed technical and operations teams, overseeing product implementation, integrations with third-party hardware vendors, and ongoing customer support to ensure high satisfaction.
- Drove product enhancements based on market needs, managing change orders and resource allocation to deliver features that increased customer retention and market share.

### **PROFESSIONAL DEVELOPMENT**

#### **Certified SAFe 6 Agilist**

01/2025

Scaled Agile, Inc

#### **Advanced Certified ScrumMaster (A-CSM)**

08/2024

Scrum Alliance

#### **Certified Scrum Product Owner (CSPO)**

09/2023

Scrum Alliance

#### **Certified ScrumMaster (CSM)**

07/2022

Scrum Alliance

### **EDUCATION**

#### **Bachelor of Science (B.S.), Computer Engineering**

12/2005

Politecnico Colombiano Jaime Isaza Cadavid, Medellin, Colombia

*A highly-accredited Colombian institution distinguished by its robust technological and engineering focus, cultivating analytical and practical expertise in advanced computing and IT systems.*

#### **Graduate Certificate, Technology Management**

12/2008

EAN University, Bogota, Colombia

*A pioneering higher education institution focused on sustainable entrepreneurship, empowering professionals in strategic technology and innovation.*