

SEBASTIAN OCHOA ALVAREZ

Orlando, FL · (786) 475-0772

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

PROFESSIONAL SUMMARY

Adaptive Project Manager with 10+ years of experience leading complex, data-driven projects for clients in the Healthcare, Life Sciences, and Finance sectors. Expert in end-to-end project delivery, managing scope, budget, and timelines for both qualitative and quantitative initiatives. Excels in a client-facing capacity, leading cross-functional teams and vendor partners to deliver high-quality solutions. Skilled in translating complex requirements into actionable plans and managing the full project lifecycle from cost estimation and bidding to final implementation.

KEY SKILLS

- **Project & Program Management:** Scope Definition, Cost Estimation & Bidding, Budget & Timeline Management, Risk Mitigation, Quality Assurance, Global Team Leadership (100+)
- **Research & Delivery Methodologies:** Primary Market Research (Qualitative & Quantitative), SAFe, Scrum, Kanban, Waterfall, SDLC, AI-Driven Solutions
- **Client & Stakeholder Management:** Client-Facing Leadership, Vendor & Partner Management, C-Level Reporting & Communication, Relationship Management, Requirements Analysis
- **Industry & Technical Acumen:** Healthcare & Life Sciences, Finance, Retail, Hospitality, Cloud Platforms (AWS GCP), Data & Analytics, AI Integration
- **Languages:** Spanish

PROFESSIONAL EXPERIENCE

Project Manager

08/2021 - 07/2025

Globant, Medellin, Colombia

A digitally native company offering innovative technology solutions, focusing on AI-powered software development and consulting services to reinvent industries.

- Led end-to-end project delivery for healthcare and finance clients, managing scope, budget, and timelines for cross-functional teams of 100+ members.
- Served as the primary client-facing contact for C-level stakeholders, translating project data into clear progress reports and ensuring alignment with strategic goals.
- Directed program performance for Dick's Sporting Goods, achieving a 40% improvement in e-commerce platform efficiency through adaptive quarterly roadmaps and PI Planning.
- Managed RFP analysis, cost estimation, and proposal creation for complex projects, securing new business and defining project roadmaps for clients like Royal Caribbean.

Project Manager

01/2020 - 07/2021

Mango Soft, Miami, FL

A software development firm specializing in cloud-native solutions, data engineering, and custom applications for media and healthcare industries.

- Managed full-cycle delivery of primary data projects for healthcare clients, including voice-to-text and medical imaging solutions, ensuring on-time delivery.
- Acted as the client-facing lead, managing communications and project logistics for fixed-price contracts, ensuring compliance and high client satisfaction.
- Led the implementation of AWS-based data solutions for Concacaf, integrating diverse data streams to enhance media delivery and user engagement.

Project Manager

01/2019 - 12/2019

TIPI, Medellin, Colombia

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

- Led the project lifecycle for healthcare clients, delivering RFID asset tracking systems that improved hospital operational efficiency and patient communication speed.
- Managed government contracts for the Colombian Police, overseeing project planning, implementation, and support for over 3,000 bodycam devices nationwide.
- Directed cross-functional teams in a hybrid Kanban/Waterfall environment, ensuring on-time delivery of complex hardware/software solutions within budget.

Project Manager

08/2012 - 12/2018

IT Big Boss Software House, Medellin, Colombia

A software house providing SaaS-based POS and business management solutions for SMBs in the retail, fitness, and health sectors.

- Directed the full software development life cycle for a core SaaS product, overseeing its successful implementation for over 1,000 small businesses.
- Led technical and operational teams, providing hands-on coding, quality assurance, and release management to enhance product functionality and increase customer retention.
- Managed client relationships, adapting solutions with hardware and software integrations that automated billing and reduced data entry time for customers.

PROFESSIONAL DEVELOPMENT

Certified SAgile 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.