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July 31st, 2025

Hiring Manager

Lumenalta

SUBJECT: Application for Manager, Product Delivery at Lumenalta

Dear Hiring Manager,

I am writing to express my strong interest in the Manager, Product Delivery position at Lumenalta, as advertised on LinkedIn. I have followed Lumenalta's work and am deeply impressed by your commitment to building technology with a significant business impact across diverse industries like healthcare, finance, and consumer goods. Your case studies demonstrate a focus on strategic partnership and tangible results, which aligns perfectly with my professional philosophy.

In my role as a Senior Project Manager at Globant, I was tasked with navigating complex digital transformations for enterprise clients. One key challenge was enhancing the e-commerce platform for Dick's Sporting Goods to meet modern web performance standards. I led a cross-functional team of over 30 engineers to strategically execute a roadmap focused on Core Web Vitals. This initiative resulted in a 40% improvement in site performance, directly boosting user experience and client satisfaction.

Another critical challenge was ensuring seamless delivery and stakeholder alignment for Royal Caribbean's guest-facing applications across globally distributed teams. I acted as a trusted advisor, implementing SAFe and Scrum methodologies to manage project scope, budget, and risks while translating technical progress into clear C-level RAG reports. This leadership ensured the successful on-time launch of new features, including a Google AI-powered chatbot, which significantly enhanced the onboard guest journey and created new revenue opportunities.

My 15+ years of experience in project and product delivery have equipped me with a strong ability to act as a strategic consultant for clients, manage executive stakeholder expectations, and lead teams to deliver high-value solutions. I am adept at anticipating challenges, optimizing delivery processes, and identifying growth opportunities that drive success for both the client and my organization. I am confident that my background in managing large-scale, high-impact projects makes me an excellent fit for this role and for Lumenalta's mission-driven culture.

Sincerely,

Sebastian Ochoa Alvarez