## **SEBASTIAN OCHOA ALVAREZ**

Orlando, FL · (786) 475-0772

 $sebastian.ochoa.alvarez@gmail.com \cdot www.linkedin.com/in/sebastianochoaalvarez\\$ 

July 26, 2025 Hiring Team ConsultNet Technology Services and Solutions

**SUBJECT:** Application for Sr. Salesforce Scrum Master / Agile Coach at ConsultNet Technology Services and Solutions

Dear ConsultNet Hiring Team,

I am writing to express my strong interest in the Sr. Salesforce Scrum Master / Agile Coach position I found on LinkedIn. With over 10 years of experience as an Agile leader and a specific background in facilitating both Salesforce CRM and AWS/Java development teams within the financial services industry, I am confident I possess the skills and expertise necessary to excel in this role.

In my recent roles, I have served as a Senior Scrum Master and Agile coach, responsible for reinvigorating Agile practices across multiple cross-functional teams. I am an expert in facilitating all Scrum ceremonies, using Jira and Confluence to create transparent metrics and burndown charts, and coaching teams toward continuous improvement and a self-organizing culture. I have successfully removed impediments and fostered collaborative environments that consistently improve velocity and delivery quality.

My experience aligns directly with your requirements. I have led Salesforce CRM implementations and managed several projects built on AWS and Java/Springboot. My work with Banco de Chile provided me with deep insights into the banking and fintech sector. Furthermore, my proficiency with scaled frameworks like SAFe and Scrum of Scrums, combined with my A-CSM and SAFe certifications, prepares me to manage interdependencies and champion Agile maturity across the organization.

I am eager to bring my adaptive approach and technical project management skills to your team. Thank you for your time and consideration. I look forward to discussing how I can contribute to your success.

Sincerely, Andres Perez