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Not identified

Apex Companies

**SUBJECT:** Application for Project Manager - Water/Wastewater at Apex Companies

Dear Hiring Team, I am writing to express my strong interest in the Project Manager - Water/Wastewater position at Apex Companies, as advertised on LinkedIn. Your firm's impressive growth and reputation for project excellence are precisely the environment where I believe my skills can provide significant value. While my professional background is in managing large-scale technology and infrastructure projects, the core of my experience is deeply aligned with the responsibilities outlined in your job description. For over 10 years, I have specialized in leading complex projects from initiation to completion, with a rigorous focus on managing budgets, schedules, and cross-functional teams to ensure technical accuracy and project profitability. My career has been built on the key pillars of successful project management that are universal across industries:

- **\*\*Fiscal & Project Controls:\*\*** I have a history of managing project finances, including budget tracking, cost control, and profitability optimization on both fixed-price and T&M contracts. I am adept at preparing detailed proposals, scopes of work, and negotiating contracts to align with client and business goals.

- **\*\*Team Leadership & Development:\*\*** I have successfully supervised, trained, and mentored diverse, multi-disciplinary teams of over 100 professionals. My approach focuses on fostering technical development and coordinating workloads to ensure project milestones are met efficiently and with high quality.

- **\*\*Client & Stakeholder Management:\*\*** Building and maintaining strong client relationships is central to my work. I am experienced in serving as the primary client contact, making technical presentations, and identifying new business opportunities to drive sustained growth. I am a highly adaptive and results-oriented leader, eager to apply my robust project management framework to the unique challenges and opportunities within the water resources sector. I am confident that my ability to manage complex projects and lead technical teams will allow me to quickly integrate and contribute to the success of your Northeast Division. Thank you for considering my application. I have attached my CV for your review and welcome the opportunity to discuss how my experience can support Apex Companies' continued growth. Sincerely, [Your Name]

**CAREER\_SUMMARY:** Adaptive Project Manager with 10+ years of experience leading complex infrastructure and digital transformation projects across regulated industries. Expert in managing the full project lifecycle, from proposal and budget development to execution and client delivery. Skilled in leading cross-functional teams, managing large-scale budgets, and ensuring technical compliance to drive project profitability and success.

**SKILLS\_TITLE\_1:** Project & Fiscal Management **SKILLS\_DESC\_1:** Project Scoping, Budgeting & Cost Control, Scheduling, Risk Management, Profitability Optimization, Proposal & Contract Negotiation. **SKILLS\_TITLE\_2:** Leadership & Team Development **SKILLS\_DESC\_2:** Cross-Functional Team Leadership, Staff Supervision, Mentoring & Training, Performance Management, Resource Allocation, Workload Forecasting. **SKILLS\_TITLE\_3:** Client Management & Business Development **SKILLS\_DESC\_3:** Client Relationship Building, Technical Presentations, Stakeholder Communication, Business Development, Public & Client Meetings.

SKILLS\_TITLE\_4: Technical Oversight & Execution SKILLS\_DESC\_4: Technical Project Leadership, Quality Control & Assurance, Infrastructure Project Management (Cloud, Data Centers, Hardware), Regulatory Compliance Frameworks. JOB\_TITLE\_GLOBANT: Project Manager COMPANY\_SUMMARY\_GLOBANT: An AI-first digital consulting firm that helps organizations reinvent themselves, leveraging technology and engineering to create transformative digital journeys for top global brands. COMPANY\_BULLET\_1\_GLOBANT: Led project portfolios for clients like Royal Caribbean and Dick's Sporting Goods, managing budgets and ensuring on-time delivery of complex technical solutions. COMPANY\_BULLET\_2\_GLOBANT: Drove business development by leading RFP analysis, creating proposals, and managing client relationships, contributing to securing multi-year, fixed-price and T&M contracts. COMPANY\_BULLET\_3\_GLOBANT: Supervised and mentored global teams of up to 100 engineers, implementing agile frameworks to improve performance, cost-efficiency, and project profitability. JOB\_TITLE\_MANGOSOFT: Technical Project Manager COMPANY\_SUMMARY\_MANGOSOFT: A software development company specializing in building custom solutions with a focus on cloud services, big data, and media streaming for international clients. COMPANY\_BULLET\_1\_MANGOSOFT: Managed end-to-end project delivery for media and healthcare clients, overseeing scope, budget, and schedule for fixed-price contracts, ensuring high client satisfaction. COMPANY\_BULLET\_2\_MANGOSOFT: Built and led technical teams of 10+ engineers, implementing project management methodologies that improved delivery timelines and supported post-launch hyper-care for critical systems. COMPANY\_BULLET\_3\_MANGOSOFT: Directed the implementation of AWS cloud data and streaming solutions, translating complex technical requirements into successful, production-ready products for clients like Concacaf. JOB\_TITLE\_TIPI: Technical Project Manager COMPANY\_SUMMARY\_TIPI: A technology firm developing integrated hardware and software solutions for public safety and healthcare, specializing in IoT, firmware, and data management systems. COMPANY\_BULLET\_1\_TIPI: Led the full lifecycle of a hardware/software solution for law enforcement, managing development, manufacturing, and deployment of over 3,000 bodycam units nationwide. COMPANY\_BULLET\_2\_TIPI: Oversaw project execution according to strict government contract constraints, ensuring compliance, quality, and on-time delivery while managing all project financials and risks. COMPANY\_BULLET\_3\_TIPI: Directed technical teams and operations support, providing hands-on leadership in development, quality assurance, and customer deployment for mission-critical systems. JOB\_TITLE\_ITBIGBOSS: Technical Project Manager COMPANY\_SUMMARY\_ITBIGBOSS: A Software-as-a-Service (SaaS) provider delivering POS, CRM, and business management solutions for over 1,000 small businesses across Latin America. COMPANY\_BULLET\_1\_ITBIGBOSS: Directed the complete software development life cycle for a flagship SaaS product, leading technical teams in coding, quality, and release management. COMPANY\_BULLET\_2\_ITBIGBOSS: Led product implementation and customization for over 1,000 businesses in retail and fitness, directly managing client needs and enhancing operational support workflows. COMPANY\_BULLET\_3\_ITBIGBOSS: Managed system integrations with hardware (biometrics, turnstiles) and software (accounting, government tax systems), ensuring seamless operations and compliance for clients. JOB\_TITLE\_BODYTECH: IT Manager COMPANY\_SUMMARY\_BODYTECH: A leading health and fitness center chain with over 60 locations across multiple countries, focused on providing wellness services supported by technology infrastructure. COMPANY\_BULLET\_1\_BODYTECH: Managed the technology infrastructure lifecycle for 60+ sites, overseeing networking, security, and access control systems, ensuring high uptime and operational stability. COMPANY\_BULLET\_2\_BODYTECH: Led the implementation of company-wide Dynamics CRM & ERP systems, managing technical teams, vendors, and project budgets to enhance core business operations. COMPANY\_BULLET\_3\_BODYTECH: Established and directed the IT Service Desk and operational support, improving service delivery and managing technology platforms for thousands of members and staff.