

**SEBASTIAN OCHOA ALVAREZ**

Orlando, FL · (786) 475-0772

sebastian.ochoa.alvarez@gmail.com · [www.linkedin.com/in/sebastianochaalvarez](http://www.linkedin.com/in/sebastianochaalvarez)

July 31st, 2025

Hiring Manager

Escalent

**SUBJECT:** Application for Project Manager - Primary Market Research (Pharma/Life Sciences) at Escalent

Dear Hiring Manager,

I am writing to express my strong interest in the Project Manager - Primary Market Research (Pharma/Life Sciences) position at Escalent, as advertised on LinkedIn. I am particularly drawn to Escalent's reputation as a catalyst for progress, leveraging data analytics to help the world's leading brands navigate disruption. My extensive background in managing complex, data-intensive projects for the healthcare sector aligns perfectly with the core responsibilities of this role and your company's mission.

In my previous roles, I faced the challenge of delivering sophisticated technology solutions for healthcare clients under strict budgetary and timeline constraints. As a Project Manager at Mango-Soft, I led the end-to-end delivery of projects such as medical imaging integration and voice-to-text systems for hospitals. I managed all project logistics, from initial cost estimation and team staffing to client communications and final implementation. This resulted in the successful, on-time deployment of critical clinical tools that enhanced operational workflows and ensured high client satisfaction within fixed-price contracts.

Successfully delivering large-scale projects requires a leader who can serve as the central point of contact, ensuring seamless coordination between clients, internal teams, and external vendors. At Globant, I managed portfolios for clients like Banco de Chile and Royal Caribbean, where I was responsible for the entire project lifecycle for teams exceeding 100 members. I drove the project execution, meticulously managed budgets, and served as the primary client-facing lead for all status updates and strategic decisions. My leadership ensured project milestones were met, financials were controlled, and C-level stakeholders remained aligned, directly contributing to high-quality deliverables.

My 10+ years of experience in project management, combined with a focus on the healthcare and life sciences vernacular, has equipped me with a unique ability to manage the scope, time, cost, and quality of complex research-oriented projects. I am confident that my adaptive approach and my expertise in both quantitative and qualitative project delivery will allow me to make a significant contribution to your team.

Sincerely,

Sebastian Ochoa Alvarez