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July 30th, 2025

Hiring Manager

Akamai

SUBJECT: Application for Engagement Manager II at Akamai

Dear Hiring Manager,

I am writing to express my keen interest in the Engagement Manager II position at Akamai, which I discovered on LinkedIn. Akamai's mission to power and protect digital life resonates deeply with my professional passion for leveraging cutting-edge technology to drive customer success. My extensive background in managing complex technical projects for premier clients in diverse industries makes me confident that I possess the skills and experience necessary to excel in this role.

In my role as a Technical Project Manager, I have consistently faced the challenge of translating complex customer business requirements into tangible technical solutions that deliver measurable value. For instance, at Globant, I partnered with stakeholders at Dick's Sporting Goods to address lagging e-commerce performance. I led a cross-functional team to execute a strategic roadmap focused on Core Web Vitals, resulting in a 40% improvement in site performance, which directly enhanced user experience and supported customer retention goals.

Furthermore, I have significant experience acting as the central point of contact for clients, ensuring their successful adoption of advanced technologies. For Royal Caribbean, I managed the delivery of several guest-facing digital products, including an AI-powered chatbot and onboard service apps. By leading the project from discovery to production support, I ensured the solutions met strategic goals, enhancing the guest journey and maximizing the value of their technology investment. This experience in cloud services (AWS, GCP), AI, and web technologies aligns directly with the requirements of the Engagement Manager role.

I am eager to bring my adaptive project management approach and dedication to customer advocacy to the Akamai team. The opportunity to help your customers innovate and evolve their performance, cloud, and security strategies is incredibly exciting. I am confident that my ability to build trusted relationships and drive high-impact outcomes will contribute significantly to your team's success.

Sincerely,

Sebastian Ochoa Alvarez