

SEBASTIAN OCHOA ALVAREZ

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PROFESSIONAL SUMMARY

Adaptive Project Manager with 10+ years of experience leading cross-functional teams and delivering complex, multi-million dollar projects across diverse industries. Expert in full-lifecycle project management, from initial scope and budget development to financial oversight and final delivery. Excels at enhancing client relationships, driving profitability, and coordinating internal teams to execute deliverables on time and within budget. Adept at managing project changes and resolving complex technical problems to ensure quality and success.

KEY SKILLS

- **Project & Financial Management:** Project Scoping & Planning, Budgeting & Cost Estimation, Work-in-Process Management, Billing & Invoicing, Risk Management, Change Control
- **Leadership & Team Coordination:** Cross-Functional Team Leadership (100+), Stakeholder Management, Internal Department Liaison, Resource Allocation, Quality Assurance Review
- **Client Relations & Business Development:** Client Relationship Management, RFP & Proposal Development, Marketing Support, Repeat Business Generation, Contract Negotiation
- **Project Management Methodologies & Certifications:** Hybrid Waterfall & Agile Frameworks, SAFe, Scrum, Kanban, Google Project Management, PMP-aligned Practices
- **Languages:** Spanish

PROFESSIONAL EXPERIENCE

Project Manager

08/2021 - 07/2025

Globant, Medellin, Colombia

A digitally native company focusing on reinventing businesses through innovative technology solutions, AI, and software development for global enterprise clients.

- Finalized project scopes and prepared comprehensive budgets for complex digital transformation programs, ensuring alignment with client requirements and financial goals.
- Managed project financials, including monitoring work-in-process and preparing monthly billings, to keep large-scale projects within budget for clients like Royal Caribbean.
- Drove business development by assisting in marketing presentations and RFP responses, which contributed to securing repeat business and expanding client engagements.
- Led and coordinated diverse, cross-functional teams of 100+ members and liaised with clients to resolve all project questions, ensuring high stakeholder satisfaction.

Project Manager

01/2020 - 07/2021

Mango Soft, Miami, FL

A software consultancy specializing in delivering custom cloud-based solutions, media services, and healthcare technology integrations for the US market.

- Directed project development from conception to completion for fixed-price contracts, consistently delivering projects on time and meeting all technical requirements.
- Maintained healthy client relationships across media and healthcare sectors, effectively resolving inquiries and ensuring project alignment with their strategic objectives.
- Recruited, staffed, and managed project teams of 10+ professionals, ensuring quality and performance in delivering complex technology solutions.

Project Manager

01/2019 - 12/2019

TIPI, Medellin, Colombia

A technology firm developing integrated hardware and software solutions for public safety, law enforcement, and healthcare sectors.

- Led the full project lifecycle for government contracts, including planning, execution, and support, ensuring adherence to strict regulatory requirements and timelines.
- Provided technical assistance and hands-on leadership to resolve complex design problems, ensuring the successful deployment of over 3,000 integrated devices.
- Managed client and agency liaison for deployments across multiple cities, coordinating all operational aspects to ensure seamless implementation and customer support.

Project Manager

08/2012 - 12/2018

IT Big Boss Software House, Medellin, Colombia

A SaaS provider offering point-of-sale (POS) and business management software for restaurants, fitness, and health centers across Latin America.

- Oversaw the end-to-end product development lifecycle, successfully implementing customized solutions for over 1,000 small businesses while managing project constraints.
- Drove profitability by managing the SaaS model, including integrations and support workflows, ensuring consistent revenue and high customer retention.
- Led technical teams and operations, directly contributing to hands-on problem resolution, quality assurance, and release management for all product lines.

PROFESSIONAL DEVELOPMENT

Certified SAFe 6 Agilist

01/2025

Scaled Agile, Inc

Advanced Certified ScrumMaster (A-CSM)

08/2024

Scrum Alliance

Certified Scrum Product Owner (CSPO)

09/2023

Scrum Alliance

Certified ScrumMaster (CSM)

07/2022

Scrum Alliance

EDUCATION

Bachelor of Science (B.S.), Computer Engineering

12/2005

Politecnico Colombiano Jaime Isaza Cadavid, Medellin, Colombia

A highly-accredited Colombian institution distinguished by its robust technological and engineering focus, cultivating analytical and practical expertise in advanced computing and IT systems.

Graduate Certificate, Technology Management

12/2008

EAN University, Bogota, Colombia

A pioneering higher education institution focused on sustainable entrepreneurship, empowering professionals in strategic technology and innovation.