

**SEBASTIAN OCHOA ALVAREZ**

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July 30th, 2025

Muhammad Sid

Aversan Inc.

**SUBJECT:** Application for Embedded Software Project Manager at Aversan Inc.

Dear Muhammad Sid,

I am writing to express my strong interest in the Embedded Software Project Manager position at Aversan Inc., which I discovered on LinkedIn. With over 10 years of experience managing the full lifecycle of complex technical projects, including embedded systems, I am confident I possess the skills and expertise required to contribute significantly to your Professional Services team.

My background aligns directly with the core responsibilities of this role. At TIPI, I led the end-to-end development of an Android-based firmware for law enforcement bodycams and managed the deployment of over 3,000 devices. This involved overseeing the complete SDLC, managing hardware/software integration, and ensuring mission-critical reliability, which mirrors the embedded systems focus at Aversan.

Furthermore, a significant portion of my career has been dedicated to proposal development and pre-sales support. In my role at Globant, I was responsible for RFP analysis, cost and schedule estimation, SOW creation, and presenting technical solutions to clients like Royal Caribbean and British Airways. I excel at working with sales and technical leads to qualify opportunities and secure new business.

While my direct experience is not in aerospace or with DO-178C, my work in highly regulated industries like finance and healthcare has instilled a rigorous approach to quality, risk management, and process optimization. I am an adaptive and quick learner, eager to apply my robust project management and technical leadership skills to the safety-critical standards of the aerospace and defence industries. I am excited by the opportunity to deliver world-class systems for Aversan's clients.

Thank you for considering my application. I look forward to discussing how my experience can benefit your team.

Sincerely,

Sebastian Ochoa Alvarez