SEBASTIAN OCHOA ALVAREZ

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August 1st, 2025
Hiring Manager
ConsultNet, LLC

SUBJECT: Application for Sr. Salesforce Scrum Master / Agile Coach at ConsultNet, LLC

Dear Hiring Manager,

I am writing to express my strong interest in the Sr. Salesforce Scrum Master / Agile Coach position, which I discovered on LinkedIn. With over 10 years of experience leading Agile teams and a specific background in both Salesforce CRM and AWS/Java development projects within the financial services sector, I am confident that my skills and expertise align perfectly with the requirements of this role.

In my recent role at Globant, I served as a Technical Project Manager and Scrum Master for clients like Banco de Chile and Royal Caribbean, where I led multiple cross-functional teams concurrently. My responsibilities included facilitating all Scrum ceremonies, coaching teams to reinvigorate Agile practices, and leveraging Jira to create detailed dashboards for tracking velocity, burndown, and other KPIs. I have direct experience collaborating with Product Owners to refine and prioritize backlogs for Salesforce, mobile, and cloud-native applications.

My experience with scaled frameworks like SAFe and Scrum of Scrums has enabled me to effectively manage interdependencies and drive continuous improvement initiatives. I am passionate about fostering a culture of accountability and self-organization, and my background includes developing coaching tools and playbooks to enhance Agile maturity across teams. My certifications, including SAFe 6 Agilist and Advanced Certified ScrumMaster (A-CSM), further validate my commitment to Agile excellence.

I am eager to bring my adaptive leadership style and technical expertise to ConsultNet and contribute to the success of your clients. Thank you for your time and consideration. I look forward to discussing how I can add value to your team.

Sincerely,

Sebastian Ochoa Alvarez