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July 30th, 2025

Roshan

TEKsystems

SUBJECT: Application for Senior Life Insurance Project Manager Consultant at TEKsystems

Dear Roshan,

I am writing to express my strong interest in the Senior Life Insurance Project Manager Consultant role I found on LinkedIn. With over 10 years of experience leading large-scale technology transformations in complex, regulated industries such as Finance and Healthcare, I am confident I possess the expertise required to guide your client through their critical core platform evaluation and selection process.

My career has been centered on managing the precise activities this role entails. I have a substantial track record of leading end-to-end RFI/RFP cycles, orchestrating vendor evaluations, developing comprehensive business cases, and presenting clear, data-driven recommendations to executive leadership. For instance, I spearheaded a financial institution's core systems modernization and led the full lifecycle of a Microsoft Dynamics CRM & ERP implementation, from system selection to enterprise-wide adoption.

While my direct experience is in adjacent industries, the methodology for successful platform transformation is universal and a core strength of mine. I excel at translating complex business needs into technical criteria and fostering alignment between business, IT, and vendor stakeholders. My adaptive approach, leveraging both Agile and Waterfall frameworks, combined with my experience working with small to mid-sized companies, aligns perfectly with the preferred skills for this engagement.

I am eager to discuss how my experience in driving major technology decisions can ensure a successful outcome for your client's platform selection initiative. Thank you for your time and consideration.

Sincerely,

Sebastian Ochoa Alvarez