

SEBASTIAN OCHOA ALVAREZ

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PROFESSIONAL SUMMARY

Adaptive Technical Project Manager with 10+ years of experience leading the full lifecycle of complex software and embedded systems projects. Expert in proposal development, pre-sales engineering support, and end-to-end project execution for industries including public safety and healthcare. Excels at managing customer relationships, building high-performance engineering teams, and delivering projects on time and within budget. Strengths in Agile (SAFe, Scrum) and traditional methodologies, financial oversight, and translating complex technical requirements into actionable plans.

KEY SKILLS

- **Proposal Development & Pre-Sales:** RFP Analysis, Cost/Schedule Estimation, SOW Creation, Technical Proposals, Feasibility Analysis, Customer Presentations
- **Project Lifecycle Management:** End-to-End Execution, Risk Assessment & Management, Budget & Resource Planning, Quality Assurance, Stakeholder Reporting
- **Technical & Domain Expertise:** Embedded Systems (Android Firmware, RFID), SDLC, Cloud Platforms (AWS, GCP), System Integration, AI Solutions
- **Agile & PM Methodologies:** SAFe, Scrum, Kanban, Scrum of Scrums, Hybrid Waterfall, Jira, Confluence

PROFESSIONAL EXPERIENCE

Senior Project Manager

08/2021 - 07/2025

Globant, Medellin, Colombia

A global digital consultancy reinventing businesses through innovative technology and AI solutions, leveraging expertise to create transformative software products for leading companies.

- Directed proposal development for Royal Caribbean, leading to multi-million dollar contracts for guest-facing AI chatbot and mobile application feature development.
- Managed quarterly roadmaps and PI planning for Dick's Sporting Goods' e-commerce platform, improving Core Web Vitals and overall performance by 40%.
- Led a 100+ person team for Banco de Chile's digital transformation, implementing Scrum of Scrums to manage data center migration and app development.

Technical Project Manager

01/2020 - 07/2021

Mango Soft, Miami, FL.

A software development firm specializing in cloud-native applications, big data, and streaming services for the media, sports, and healthcare industries.

- Spearheaded project execution for Concacaf's media platform, delivering live streaming services to millions of users by implementing a hybrid Scrum methodology.
- Led end-to-end development of a voice-to-text application for healthcare clients, improving physician documentation efficiency by integrating AWS Polly and custom AI.
- Managed the full lifecycle of a medical imaging solution, using DICOM standards to securely transfer patient data to AWS for multiple clinics.

Technical Project Manager

01/2019 - 12/2019

TIPI, Medellin, Colombia.

A technology company developing integrated hardware and software solutions, including IoT devices and management platforms for public safety and healthcare sectors.

- Led development of an Android-based embedded firmware for bodycams used by police, enabling real-time video streaming and geolocalization for officers in the field.

- Managed the deployment and operations for over 3,000 bodycams, defining the full SDLC and support workflow to ensure mission-critical system reliability and uptime.
- Directed the creation of an RFID-based asset tracking system for hospitals, improving inventory management and reducing asset loss across multiple facilities.

Technical Project Manager

08/2012 - 12/2018

IT Big Boss Software House, Medellin, Colombia.

A SaaS provider creating POS and business management software for over 1,000 small businesses in the retail, fitness, and restaurant industries.

- Led the full SDLC for a flagship POS product, overseeing development from concept to market release and scaling to over 1,000 business clients.
- Directed technical integration of biometrics, turnstiles, and payment hardware, expanding product capabilities and increasing market adoption in the fitness sector.
- Managed a 30-person development team and led operations, achieving high customer satisfaction through continuous feature releases and responsive support.

IT Manager

07/2005 - 07/2012

Bodytech, Bogota, Colombia.

A leading chain of health and fitness centers operating over 60 sites in South America, focused on technology-driven member experiences.

- Managed the lifecycle for a custom access control system, integrating software with turnstiles and biometrics across 60+ locations to improve security.
- Led the technical implementation of Microsoft Dynamics CRM & ERP, centralizing member data and billing processes which improved operational efficiency and reporting.
- Established and led the IT Service Desk and infrastructure operations, managing networking and CCTV to ensure high system uptime for all clubs.

PROFESSIONAL DEVELOPMENT

- **Agile Project Management:** Certified SAFe 6 Agilist, Advanced Certified ScrumMaster (A-CSM), Certified ScrumMaster (CSM).
- **Agile Product Management:** Certified Scrum Product Owner (CSPO).
- **Project Management:** Management 3.0, Google Project Management Certificate, Microsoft Career Essentials in Project.
- **AI:** Google Generative AI Leader Certificate, Microsoft Career Essentials in Generative AI.
- **Cloud:** Google Cloud Digital Leader Certificate, AWS Cloud Technical Essentials.
- **Languages:** English, Spanish.

EDUCATION

- **Bachelor's Degree in Computer Engineering:** Politecnico Colombiano Jaime Isaza Cadavid, Medellin, Colombia.
- **Graduate-level in Technology Management:** EAN University, Bogota, Colombia.