

SEBASTIAN OCHOA ALVAREZ

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PROFESSIONAL SUMMARY

Adaptive Project Manager with 10+ years of experience leading teams to deliver complex technical projects. Expert in full-lifecycle project management, from business development and client acquisition to execution and delivery. Skilled in diagnosing complex system issues, managing project constraints (scope, budget, risk), and communicating technical findings to C-level stakeholders. Excels at driving growth and ensuring client satisfaction on large-scale initiatives across the US and internationally.

KEY SKILLS

- **Project & Program Management:** Business Development Client Acquisition Project Planning Risk Management Budget & Scope Control Stakeholder Communication
- **Technical Analysis & Diagnostics:** Root Cause Analysis Performance Optimization System Integration RFP Analysis Technical Documentation Quality Assurance
- **Methodologies & Tools:** Hybrid Project Management Waterfall Scrum Kanban Jira Confluence MS Office Suite
- **Certifications:** Google Project Management PMP Essentials (Microsoft) SAFe 6 Agilist A-CSM Generative AI Leader (Google)
- **Languages:** Spanish

PROFESSIONAL EXPERIENCE

Technical Project Manager

08/2021 - 07/2025

Globant, Medellin, Colombia

A global AI-powered consultancy reinventing businesses through innovative technology solutions, specializing in digital and cognitive transformation and software product development.

- Drove business development by leading RFP analysis and proposal creation, securing new projects and expanding client portfolios in finance, retail, and hospitality sectors.
- Managed full project lifecycles for complex technical systems, diagnosing performance issues and leading teams to implement solutions that improved system efficiency by 40%.
- Led globally distributed teams of 100+ personnel, managing project constraints and translating complex technical progress into clear RAG status reports for C-level stakeholders.
- Oversaw restoration and renovation of digital platforms for clients like Royal Caribbean, enhancing guest digital services and ensuring on-time, on-budget project delivery.

Technical Project Manager

01/2020 - 07/2021

Mango Soft, Miami, FL

A specialized software consultancy delivering custom cloud and data-driven solutions for the media, sports, and healthcare industries.

- Secured and managed fixed-price contracts for clients like Concacaf, leading projects from initial proposal through to production deployment and hyper-care support.
- Directed the technical integration of complex data systems for healthcare clients, including medical imaging (DICOM), ensuring system integrity and improving data accessibility.
- Led staffing for multiple projects, successfully building and managing on-site and offshore teams of 10+ engineers to meet all client contractual requirements.

Technical 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 end-to-end development of a bodycam system for the Colombian Police, managing hardware, firmware, and software streams under government contract regulations.
- Managed the technical production and operational deployment of over 3,000 devices nationally, ensuring system stability and providing ongoing client support and maintenance.
- Directed projects for healthcare clients, implementing integrated device solutions (Bluetooth, RFID) to improve operational workflows and asset tracking in over 10 facilities.

Technical Project Manager

08/2012 - 12/2018

IT Big Boss Software House, Medellin, Colombia

A SaaS provider developing integrated POS and business management solutions for the restaurant, fitness, and health industries in Latam.

- Led the full life cycle for a core SaaS product, managing its implementation and customization for over 1,000 small business clients.
- Directed the technical integration of the POS system with diverse hardware and third-party software, including payment processors, biometrics, and accounting applications.
- Provided hands-on technical leadership, including code review and quality assurance, while managing the operations and customer support workflow for a growing user base.

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.