

## SEBASTIAN OCHOA ALVAREZ

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### **PROFESSIONAL SUMMARY**

Adaptive Senior Project Manager with 10+ years of experience leading complex, large-scale projects and global teams within consulting environments. Expert in end-to-end project delivery, from proposal and scope definition to financial oversight, schedule adherence, and risk management. Skilled in managing projects in regulated industries, maintaining strong client relations with public and private sector stakeholders, and mentoring high-performing teams to exceed business goals.

### **KEY SKILLS**

- **Project & Program Management:** End-to-End Project Lifecycle, Financial & Budget Management, Scheduling & Planning, Scope & Proposal Development, Risk Mitigation, Resource Management.
- **Leadership & Stakeholder Relations:** Client Relationship Management, Executive & Public Reporting, Team Leadership & Mentorship, Cross-Functional Collaboration, Conflict Resolution, Vendor Management.
- **Methodologies & Frameworks:** Agile (SAFe, Scrum, Kanban), Waterfall, Hybrid Models, PMBOK Principles.
- **Industry & Domain Acumen:** Management Consulting, Public Sector Projects, Regulated Environments (Finance, Healthcare), Large-Scale Infrastructure (Cloud & Data Centers), AI-driven Solutions.

### **PROFESSIONAL EXPERIENCE**

#### **Senior Project Manager**

08/2021 - 07/2025

**Globant**, Medellin, Colombia

*A digitally native consulting firm focused on reinventing businesses through innovative technology solutions, AI, and scalable software development for global enterprise clients.*

- Directed multi-million dollar project portfolios for clients like Royal Caribbean, managing financials, schedules, and scope to ensure on-time delivery and client satisfaction.
- Prepared comprehensive proposals and project plans for complex digital transformation programs, securing new business and defining clear roadmaps for successful execution.
- Mentored and led distributed teams of up to 100 engineers, managing workloads and resolving issues to improve project performance and delivery velocity.

#### **Project Manager**

01/2020 - 07/2021

**Mango Soft**, Miami, FL.

*A specialized software consultancy delivering custom cloud-based solutions and data services for the media, sports, and healthcare industries across the Americas.*

- Managed end-to-end project delivery for clients like Concacaf, overseeing budgets, timelines, and client communications to successfully launch new media streaming platforms.
- Developed project scopes and staffed teams for fixed-price contracts, ensuring resource alignment and profitability for multiple simultaneous healthcare technology implementations.
- Implemented Agile and Hybrid methodologies, improving team productivity and establishing clear KPI reporting for consistent progress tracking and stakeholder updates.

#### **Project Manager**

01/2019 - 12/2019

**TIPI**, Medellin, Colombia.

*A technology firm specializing in integrated hardware and software solutions for public safety, law enforcement, and healthcare operational management in Latin America.*

- Led project execution for a large-scale government contract with the Colombian Police, delivering over 3,000 bodycam units and software on schedule.

- Defined project constraints, quality standards, and support workflows for hardware/software systems, ensuring compliance with strict public sector regulations and requirements.
- Directed cross-functional teams in development and operations, managing the full product lifecycle from planning and implementation to deployment and customer support.

### **Project Manager**

08/2012 - 12/2018

**IT Big Boss Software House**, Medellin, Colombia.

*A SaaS provider delivering Point-of-Sale and business management software to over 1,000 small businesses in the retail and wellness sectors.*

- Drove the complete software development lifecycle for a SaaS platform, leading technical teams and managing product roadmaps to meet evolving market demands.
- Managed all operational aspects including customer support, deployments, and integrations, ensuring high system uptime and customer retention for 1,000+ businesses.
- Led project planning and implementation for custom features and third-party system integrations, directly boosting product value and expanding market reach.

### **IT Manager**

07/2005 - 07/2012

**Bodytech**, Bogota, Colombia.

*A leading chain of health and fitness centers across Latin America, providing comprehensive wellness services to a large member base in multiple countries.*

- Managed the planning and rollout of technology infrastructure across 60+ new sites in Colombia, Peru, and Chile, ensuring full operational readiness.
- Led the full lifecycle for the company's CRM and billing software, improving member management and streamlining revenue collection processes across the organization.
- Established and directed the IT Service Desk, implementing support workflows and managing a team to maintain high levels of system availability and user satisfaction.

## **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.