

SEBASTIAN OCHOA ALVAREZ

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PROFESSIONAL SUMMARY

Adaptive Project Management professional with 10+ years of experience leading complex, end-to-end projects for external clients across regulated industries. Expert in full project lifecycle management from proposal to delivery, managing schedules, budgets, and cross-functional teams. Skilled in fostering client relationships and supporting business development activities.

KEY SKILLS

- **Project Lifecycle Management:** Project Planning, Execution & Control, Budget & Schedule Management, Risk Assessment & Mitigation, Resource Planning, MS Project
- **Client & Business Development:** Client Relationship Management, Stakeholder Communication, Proposal & RFP Development, Contract Management, Executive Reporting
- **Methodologies & Governance:** Agile (Scrum, Kanban, SAFe), Waterfall, Hybrid Models, PMP Principles, SDLC, Change Management
- **Technical & Domain Adaptability:** Cross-Industry Delivery (Healthcare, Finance, Retail), Cloud Platforms (AWS, GCP), Regulated Data (HL7, DICOM), System Integration

PROFESSIONAL EXPERIENCE

Senior Project Manager

08/2021 - 07/2025

Globant, Medellin, Colombia

A digitally native company offering innovative technology solutions, focusing on AI-driven software development and consulting services to reinvent industries.

- Led proposal development, planning, and delivery for clients like Royal Caribbean, managing project constraints to ensure on-time, on-budget completion of complex programs.
- Served as primary client liaison, managing day-to-day communications and reporting progress to C-level stakeholders, aligning execution with strategic business objectives.
- Drove program efficiency by implementing adaptive roadmaps and Agile methodologies, improving team performance and velocity across globally distributed teams of 100+ engineers.

Technical Project Manager

01/2020 - 07/2021

Mango Soft, Miami, FL.

A software development firm specializing in custom solutions for media, healthcare, and sports industries, leveraging cloud and Big Data technologies.

- Managed end-to-end delivery of healthcare solutions for multiple clinics, including imaging integrations (DICOM) and patient data systems (HL7), improving data access.
- Led project scoping and proposal creation for new client engagements, successfully defining resource needs and project roadmaps for fixed-price contracts.
- Implemented Scrum methodologies for development teams, increasing delivery predictability and facilitating hypercare and production support for all launched products.

Technical Project Manager

01/2019 - 12/2019

TIPI, Medellin, Colombia.

A technology company developing integrated hardware and software solutions for public safety, law enforcement, and healthcare sectors.

- Directed the project lifecycle for a bodycam system for the Colombian Police, ensuring full compliance with strict government contract requirements and standards.
- Led the development and deployment of an integrated hardware/software solution across 3,000+ devices, managing firmware and web application releases to improve public safety.
- Managed on-site and remote teams to deliver SaaS solutions to over 10 clinics, improving patient flow and communication speed via asset tracking.

Technical Project Manager

08/2012 - 12/2018

IT Big Boss Software House, Medellin, Colombia.

A software house that developed and scaled a comprehensive SaaS POS solution for over 1,000 small businesses in retail and wellness industries.

- Oversaw the full SDLC for a SaaS platform, from development and quality assurance to release management, reducing time-to-market for new features.
- Led technical integrations with third-party systems including payment processors and biometrics, expanding product capabilities and increasing customer adoption by 25%.
- Managed a team of 30+ to implement the platform for over 1,000 businesses, which automated billing and reduced data entry time.

IT Manager

07/2005 - 07/2012

Bodytech, Bogota, Colombia.

A leading health and fitness center chain in Latin America, operating over 60 locations across Colombia, Peru, and Chile.

- Directed the implementation of Microsoft Dynamics CRM & ERP systems, unifying business operations and improving data-driven decision-making across the enterprise.
- Managed the complete IT infrastructure lifecycle, including networking and security, for 60+ sites, ensuring 99.9% system uptime and operational availability.
- Established and led the IT Service Desk, defining support workflows and improving the ticket resolution rate by 40% for all corporate locations.

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.