

SEBASTIAN OCHOA ALVAREZ

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PROFESSIONAL SUMMARY

Adaptive Project Lead with 20+ years of experience directing government and commercial contracts. Expert in portfolio financial management, operational oversight, budgeting, and forecasting. Skilled in contract lifecycle management, vendor negotiations, and ensuring compliance with legal and regulatory frameworks. Leader of continuous improvement initiatives delivering significant efficiencies and enhanced service levels for high-stakes projects.

KEY SKILLS

- **Contract & Vendor Management:** Government & Commercial Contracts, RFP Analysis, Fixed Price & T&M, SOW, Vendor Negotiation, Liaison
- **Financial & Portfolio Management:** Budgeting & Forecasting, P&L Oversight, Fiscal Data Analysis, Cost Control, Resource Allocation, Portfolio Management
- **Project Leadership & Methodologies:** Project Planning, Risk Management, Requirements Gathering, Stakeholder Relations, SAFe, Scrum, Waterfall
- **Performance & Compliance:** Key Performance Indicator (KPI) Tracking, Performance Metrics, Regulatory Compliance, Status Reporting, Audits
- **Languages:** Spanish

PROFESSIONAL EXPERIENCE

Senior Project Manager

08/2021 - 07/2025

Globant, Medellin, Colombia

A digitally native company offering innovative technology solutions. A leader in AI-powered software development, creating transformative products for top-tier global clients.

- Managed contract performance for Royal Caribbean's Fixed Price projects, overseeing deliverables, scope, and billing to ensure 100% compliance with contractual terms.
- Directed portfolio finances for clients like Dick's Sporting Goods, improving e-commerce platform performance by 40% while managing budgets under a Time & Materials model.
- Served as the primary contract liaison for C-level stakeholders, translating complex execution data into clear RAG status reports and KPIs to ensure strategic alignment.
- Led RFP analysis, proposal creation, and staffing for teams of 150+, aligning skills and resources with project scope and strict contractual requirements.

Technical Project Manager

01/2020 - 07/2021

Mango Soft, Miami, FL

A software development firm specializing in cloud services, big data, and media solutions for clients in the sports and healthcare industries.

- Managed Fixed Price contracts for clients like Concacaf, overseeing the end-to-end project lifecycle from proposal and negotiation to production support and final delivery.
- Oversaw project financials and vendor communications for a healthcare imaging integration, ensuring compliance with data regulations like DICOM and HL7 V2.
- Defined project plans and KPIs for new media streaming services, resulting in on-time delivery within budget and successful, compliant product launches for clients.

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 in Colombia.

- Led a high-stakes project for the Colombian Police under a government contract, defining and controlling all constraints to successfully deliver 3,000+ bodycam units.

- Managed the full project lifecycle and vendor relationships for the bodycam system, ensuring 100% compliance with all governmental contract specifications and regulations.
- Directed SaaS contract implementations for 10+ clinics, overseeing operations and support workflows to ensure high client satisfaction and service-level agreement adherence.

Technical Project Manager

08/2012 - 12/2018

IT Big Boss Software House, Medellin, Colombia

A software-as-a-service (SaaS) provider of POS and business management solutions for over 1,000 small businesses across Latin America.

- Managed the end-to-end SDLC and SaaS contracts for a POS system, ensuring compliance with government tax regulations and third-party integration requirements.
- Directed product implementation and adaptation for 1,000+ small businesses, managing customer contracts and driving revenue growth through a scalable SaaS model.
- Led the technical implementation and operations support workflow, serving as the main point of contact for resolving discrepancies and managing service delivery.

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.