

SEBASTIAN OCHOA ALVAREZ

Orlando, FL · (786) 475-0772

sebastian.ochoa.alvarez@gmail.com · www.linkedin.com/in/sebastianochaalvarez

July 31st, 2025

Hiring Manager

Akamai

SUBJECT: Application for Technical Project Manager at Akamai

Dear Hiring Manager,

I am writing to express my enthusiastic interest in the Technical Project Manager position at Akamai, as advertised on LinkedIn. Akamai's mission to power and protect life online deeply resonates with my professional passion for delivering secure, high-performance digital experiences that solve complex challenges for global clients.

Throughout my career, I have specialized in serving as a trusted technical advisor for clients, a key responsibility of this role. A recurring challenge I've addressed is the need for large enterprises to seamlessly integrate new technologies while enhancing web application performance and security. For instance, at Royal Caribbean, I led the end-to-end delivery of their guest-facing mobile applications. My role involved collaborating with their architecture teams to design and implement robust integration solutions, including a Google AI Chatbot and new onboard digital services. This resulted in a more cohesive and engaging guest journey and the successful rollout of critical new revenue-generating features.

The role also emphasizes managing enterprise-scale technical projects and building strong customer relationships. While managing a program for Dick's Sporting Goods, I was the central point of contact for business and technical stakeholders. I led the initiative to improve their e-commerce platform's Core Web Vitals, a complex web application project. By creating a clear strategic roadmap and fostering transparent communication, we successfully delivered the project, achieving a 40% improvement in platform performance and strengthening our partnership with the client.

My 10+ years of experience in managing technical integrations, enterprise-scale web application projects, and customer-facing engagements for industries like retail, travel, and finance has prepared me to contribute effectively to your Professional Services team. I am confident I can help your customers develop long-term strategies and achieve success on the Akamai platform.

Sincerely,

Sebastian Ochoa Alvarez