

## SEBASTIAN OCHOA ALVAREZ

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### **PROFESSIONAL SUMMARY**

Adaptive Senior Project Manager with 10+ years of experience leading global teams and delivering complex, multi-million dollar projects across diverse industries. Expert in full-cycle project management, from initial scope and proposal to budget control, risk mitigation, and final delivery. A builder focused on leading large-scale initiatives and achieving ambitious corporate goals.

### **KEY SKILLS**

- **Project & Program Management:** End-to-End Project Lifecycle, Critical Path Management, Scope & Change Order Control, Budget & Financial Oversight, Risk Assessment, Subcontractor & Vendor Management.
- **Leadership & Team Building:** Large-Scale Team Direction (+100 members), Executive-Level Reporting (RAG Status), Mentorship & Training, Resource Allocation, Performance Management (KPIs & OKRs).
- **Methodologies & Contracts:** Agile (SAFe, Scrum, Kanban), Waterfall & Hybrid Approaches, T&M and Fixed Price Contracts, Jira, Confluence, MS Teams.
- **Client & Stakeholder Relations:** RFP Analysis & Proposals, Contract Negotiation, C-Level Communication, Needs Assessment & Solutioning, On-Site Client Engagement.

### **PROFESSIONAL EXPERIENCE**

#### **Senior Project Manager**

08/2021 - 07/2025

**Globant**, Medellin, Colombia

*A technology consulting firm creating digital and cognitive transformations for top brands, focused on delivering impactful AI-powered software solutions and innovations globally.*

- Led multi-million dollar digital transformation programs for clients like Royal Caribbean, managing project scope, budget, and schedules for on-time, high-impact feature delivery.
- Directed global teams of over 100 engineers in executing quarterly roadmaps for banking and retail clients, improving performance and managing project financials.
- Drove program performance and cost efficiency for Dick's Sporting Goods, achieving a 40% boost in platform efficiency via adaptive planning and execution.

#### **Technical Project Manager**

01/2020 - 07/2021

**Mango Soft**, Miami, FL.

*A custom software development company delivering innovative solutions in media, healthcare, and big data, specializing in cloud services and complex system integrations.*

- Managed end-to-end project delivery for Concacaf, including RFP analysis, team staffing, and implementation of new media streaming and data platforms under budget.
- Oversaw fixed-price contracts for healthcare clients, delivering critical system integrations that improved clinical workflows, data management, and inter-departmental communication speed.
- Led teams in the complete project lifecycle, from initial definition and proposal to production support, ensuring client satisfaction and timely project completion.

#### **Technical Project Manager**

01/2019 - 12/2019

**TIPI**, Medellin, Colombia.

*A technology provider developing integrated hardware and software solutions for public safety, law enforcement, and healthcare sectors, focusing on IoT and data management.*

- Led the project lifecycle for a law enforcement bodycam solution, managing development, deployment, and support for over 3,000 devices, ensuring operational readiness.

- Directed teams in developing and implementing integrated hardware/software systems for hospitals, enhancing operational efficiency and improving patient-staff communication through new technology.
- Managed government contracts, defining project constraints and ensuring on-time delivery, quality, and full compliance with rigorous public sector regulations and requirements.

### **Technical Project Manager**

08/2012 - 12/2018

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

*An entrepreneurial SaaS company that developed, sold, and supported a Point-of-Sale platform for over 1,000 small businesses in the retail and wellness industries.*

- Led the full software development life cycle for a SaaS POS product, including feature design, coding, quality assurance, and release management.
- Managed product implementation and adaptation for over 1,000 small businesses, driving customer adoption by 95% and tailoring solutions to diverse market needs.
- Directed technical and operations teams, providing hands-on leadership in development, customer support workflows, and critical system integrations to ensure 99.9% platform uptime.

### **IT Manager**

07/2005 - 07/2012

**Bodytech**, Bogota, Colombia.

*A leading health and fitness center chain in Latin America, focused on delivering exceptional member experiences through technology-driven services and operational excellence.*

- Managed technology infrastructure and operations across 60+ sites, overseeing networking, security, and service desk functions, improving ticket resolution rate by 30%.
- Led the implementation of enterprise-wide Dynamics CRM & ERP systems, managing the full project lifecycle to centralize operations and improve business intelligence reporting.
- Directed the development and rollout of a custom access control and billing system, which automated member check-in and reduced manual data entry time.

## **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.