

**SEBASTIAN OCHOA ALVAREZ**

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August 1st, 2025

Jacob Marshall-Naef

AQRA International

**SUBJECT:** Application for Civil Engineering Project Manager

Dear Jacob Marshall-Naef,

I am writing to express my strong interest in the Project Manager positions for Florida's infrastructure sector, as advertised by AQRA International. While my background is in technology project management, the core of my 15+ year career has been dedicated to the principles you seek: leading, coordinating, and delivering complex, critical projects on time and within budget.

My experience includes managing large-scale programs for clients like Royal Caribbean and Banco de Chile, overseeing globally distributed teams of over 100 professionals, and controlling multi-faceted project constraints. I have a consistent record of successfully delivering projects from initial proposal and planning through to execution and operational support, skills directly transferable to managing significant infrastructure developments.

I am an expert in adaptive project methodologies, risk mitigation, and C-level stakeholder communication. I am confident that my extensive leadership experience and dedication to robust project delivery would be a valuable asset to one of your partner firms. I am eager to discuss how my skills can meet the challenges of your critical infrastructure projects.

Sincerely,

Sebastian Ochoa Alvarez