

## SEBASTIAN OCHOA ALVAREZ

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### **PROFESSIONAL SUMMARY**

Adaptive Project Manager with 10+ years of consulting experience leading global teams and delivering complex digital transformations for clients in finance and retail. Expert in full sales cycle business development, executive reporting, and financial oversight. Skilled in delivering high-impact solutions, including sales process enhancements, and driving practice growth through mentorship and methodology implementation. Strengths in end-to-end project delivery from strategy to deployment.

### **KEY SKILLS**

- **Project & Delivery Management:** Full Project Lifecycle Management, SPM Transformation, Business Development, Sales Cycle Ownership, Stakeholder Management, Financial Services, Consulting, Risk Management, Budget Oversight
- **Methodologies & Frameworks:** SAFe, Scrum of Scrums, Scrum, Kanban, Waterfall, Agile Hybrid Models
- **Technologies & Platforms:** Salesforce CRM, Google AI, GCP, AWS, AEM, Jira, Confluence, Java, Springboot
- **Certifications & Education:** SAFe 6 Agilist, A-CSM, CSM, CSPO, Google PM, Bachelor's in Systems Engineering
- **Languages:** Spanish

### **PROFESSIONAL EXPERIENCE**

#### **Senior Project Manager**

08/2021 - 07/2025

**Globant**, Medellin, Colombia

*A digitally native consulting firm leveraging AI and innovative technologies to help organizations reinvent themselves and create a way forward in their industries.*

- Led business development and full-cycle delivery for financial client Banco de Chile, staffing 150+ roles and implementing Scrum of Scrums to support transformation.
- Directed sales-focused CRM and mobile app projects for Abastible and Royal Caribbean, managing scope, budget, and executive stakeholders to enhance customer engagement.
- Drove program performance for Dick's Sporting Goods, achieving a 40% boost in e-commerce efficiency through adaptive quarterly roadmaps and Core Web Vitals implementation.
- Guided a new AI-agents team model for British Airlines, defining the product backlog and establishing KPIs for a strategic sales process revamp project.

#### **Technical Project Manager**

01/2020 - 07/2021

**Mango Soft**, Miami, FL

*A software development firm creating innovative solutions for media, sports, and healthcare industries using cloud technologies and AI services.*

- Owned the full project lifecycle for Concacaf, delivering media and streaming platforms by leading a 10+ person team against fixed-price contract constraints.
- Led proposal development and implementation of healthcare solutions, integrating AWS AI for voice-to-text features that improved clinical workflows and documentation speed.
- Managed delivery of data integration projects using AWS services and HL7 standards, enabling secure patient data transfer and visualization for partner hospitals.

#### **Technical Project Manager**

01/2019 - 12/2019

**TIPI**, Medellin, Colombia

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

- Led the end-to-end development and deployment of a bodycam system for the Colombian Police, ensuring on-time delivery under stringent government contract regulations.
- Directed the software development lifecycle for a real-time face-recognition and alert system, leading the team hands-on through coding, QA, and release management.
- Oversaw implementation of SaaS-based nurse call and asset tracking systems in 10+ hospitals, improving patient response times and operational support workflows.

### **Technical Project Manager**

08/2012 - 12/2018

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

*A SaaS provider delivering customizable POS and business management software for over 1,000 small businesses in the retail and wellness industries.*

- Led the full SDLC for a SaaS POS platform, incorporating payment processing, inventory, and CRM features, resulting in adoption by over 1,000 businesses.
- Directed technical integrations with third-party systems including accounting apps, biometric devices, and government tax platforms, expanding product capabilities and market reach.
- Managed the product roadmap and led a 30+ person team hands-on, directly contributing to product adoption and recurring revenue growth in the LATAM market.

### **PROFESSIONAL DEVELOPMENT**

#### **Certified SAgile 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.*