## **SEBASTIAN OCHOA ALVAREZ**

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July 26, 2024
Tyler Technologies Hiring Team
Tyler Technologies

SUBJECT: Application for Project Manager - School ERP Pro at Tyler Technologies

Dear Tyler Technologies Hiring Team,

I am writing to express my keen interest in the Project Manager - School ERP Pro position, as advertised on LinkedIn. With over 15 years of experience leading complex software implementation projects from conception through to support, my background aligns perfectly with the requirements of this role and Tyler Technologies' mission to support local governments and schools.

My career has been dedicated to managing the full project lifecycle, including developing detailed project plans that govern scope, schedule, and budget. I have extensive experience in client-facing roles, acting as the primary liaison to ensure requirements are met and transitioning completed projects smoothly to support teams. A key achievement in my career was managing a Microsoft Dynamics ERP implementation across more than 60 sites, a project that mirrors the challenges and goals of your School ERP Pro initiatives.

I am adept at managing resources, financials, and stakeholder communications to ensure on-time, on-budget delivery. My proficiency in both Agile and traditional methodologies, combined with a deep understanding of the software development lifecycle, allows me to navigate and resolve project roadblocks effectively. I am confident that my skills in enterprise software implementation and client partnership would make me a valuable asset to your team.

Thank you for your time and consideration. I have attached my CV for your review and welcome the opportunity to discuss how my experience can contribute to the success of Tyler Technologies.

Sincerely, [Your Name] CAREER SUMMARY: Adaptive Project Manager with 15+ years of experience directing full-lifecycle software implementations and digital transformations across public sector, finance, and retail industries. Expert in managing project scope, schedule, and budget for enterprise software solutions, including ERP and SaaS platforms. Skilled in leading cross-functional teams and fostering client partnerships to deliver solutions that meet strategic goals. SKILLS\_TITLE\_1: Project & Program Management SKILLS\_DESC\_1: End-to-End Project Lifecycle, Scope & Budget Management, Risk Mitigation, SDLC, Stakeholder Engagement, Resource Allocation, Client Liaison. SKILLS\_TITLE\_2: Enterprise Solutions & Platforms SKILLS\_DESC\_2: ERP & CRM Implementation (Dynamics, Salesforce), SaaS Delivery, Cloud Services (AWS, GCP, Azure), AI & Chatbot Integration, Data Migration. SKILLS TITLE 3: Methodologies & Frameworks SKILLS DESC 3: Agile (Scrum, Kanban, SAFe), Waterfall, Hybrid Models, Release Management, PI Planning. SKILLS\_TITLE\_4: Tools & Technologies SKILLS\_DESC\_4: Jira, Confluence, MS Office Suite (MS Project, Excel, Word), SQL, Java, Python. JOB\_TITLE\_GLOBANT: Technical Project Manager COMPANY\_SUMMARY\_GLOBANT: A digital consultancy creating AI-powered software and cognitive solutions for global enterprises, helping organizations reinvent their industries through technology. COMPANY\_BULLET\_1\_GLOBANT: Led implementation for Royal Caribbean's guest app, integrating an AI chatbot that boosted user increased engagement and onboard service through timely delivery. revenue

COMPANY\_BULLET\_2\_GLOBANT: Drove an e-commerce platform overhaul for Dick's Sporting Goods, improving Core Web Vitals performance by 40% and enhancing the customer shopping experience. COMPANY BULLET 3 GLOBANT: Directed a 150-person team for Banco de Chile's datacenter migration to GCP, ensuring project alignment with financial compliance and modernizing core JOB\_TITLE\_MANGOSOFT: Technical applications. COMPANY\_SUMMARY\_MANGOSOFT: A boutique software firm specializing in custom cloud-native applications, media streaming services, and data solutions for sports and healthcare markets. COMPANY\_BULLET\_1\_MANGOSOFT: Managed the end-to-end development of Concacaf's media platform on AWS, delivering live streaming and statistics that significantly expanded fan engagement and viewership. COMPANY BULLET 2 MANGOSOFT: Led implementation of a voice-totext application for healthcare clients, improving the speed and accuracy of clinical documentation for medical professionals. COMPANY\_BULLET\_3\_MANGOSOFT: Oversaw a DICOM imaging data transfer project to AWS for multiple clinics, enabling a unified patient portal and improving diagnostic data accessibility. JOB\_TITLE\_TIPI: Technical Project Manager COMPANY\_SUMMARY\_TIPI: An IoT solutions provider engineering integrated hardware and software systems for public safety, law enforcement, and healthcare asset management and operations. COMPANY\_BULLET\_1\_TIPI: Led the full product lifecycle for a bodycam system for the Colombian Police, deploying over 3,000 units and establishing a compliant operational workflow. COMPANY\_BULLET\_2\_TIPI: Directed the implementation of a real-time patient flow tracking system in hospitals, reducing patient wait times and improving inter-departmental communication speed. COMPANY\_BULLET\_3\_TIPI: Managed the engineering of an RFID-based asset tracking solution for clinics, which improved critical equipment utilization and reduced annual operational losses. JOB\_TITLE\_ITBIGBOSS: Technical Project Manager COMPANY\_SUMMARY\_ITBIGBOSS: A SaaS provider delivering POS and business management software to over 1,000 small and medium-sized businesses in retail and fitness industries. COMPANY\_BULLET\_1\_ITBIGBOSS: Spearheaded the SDLC for a flagship POS product, managing integrations with payment gateways and hardware that streamlined operations for over 1,000 businesses. COMPANY BULLET 2 ITBIGBOSS: Led the implementation of SaaS solutions for diverse retail clients, resulting in improved inventory accuracy and more effective customer relationship management. COMPANY\_BULLET\_3\_ITBIGBOSS: Drove adoption by tailoring software for fitness centers, including automated billing and access control, which contributed to increased member retention rates. JOB TITLE BODYTECH: IT Manager COMPANY SUMMARY BODYTECH: A leading chain of health and fitness centers across Latin America, committed to promoting well-being through technology-driven member services and operations. COMPANY\_BULLET\_1\_BODYTECH: Managed the company-wide Microsoft Dynamics CRM & ERP implementation across 60+ sites, centralizing unifying business operations and member data management. COMPANY\_BULLET\_2\_BODYTECH: Led the lifecycle of a custom CRM and billing software, automating key financial processes which significantly improved the accuracy of revenue reporting. COMPANY\_BULLET\_3\_BODYTECH: Established the IT Service Desk and infrastructure for 60+ new locations, achieving high system uptime and providing reliable operational support.