

## SEBASTIAN OCHOA ALVAREZ

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### **PROFESSIONAL SUMMARY**

Adaptive Project Manager with 10+ years of experience leading global teams and delivering complex, multi-million-dollar infrastructure and systems projects. Expert in end-to-end project delivery from concept to completion, including planning, budgeting, and resource allocation. Skilled in risk mitigation, regulatory compliance, and business development. Expert in Agile and traditional methodologies, with strengths in executive reporting and financial oversight across diverse industries.

### **KEY SKILLS**

- **Project Lifecycle Management:** Full project lifecycle leadership from concept to completion, including planning, scheduling (MS Project), budgeting, and execution for multi-million-dollar projects.
- **Stakeholder & Client Relations:** Managing cross-functional teams, regulatory agencies, and C-level stakeholders; business development, proposal creation, and client reporting.
- **Risk Management & Regulatory Compliance:** Proactive risk identification, mitigation strategy development, and ensuring project adherence to industry standards and complex regulatory frameworks.
- **Technical & Infrastructure Acumen:** Systems integration, data migration, cloud infrastructure (AWS/GCP), and managing the preparation of technical reports and specifications.

### **PROFESSIONAL EXPERIENCE**

#### **Project Manager**

08/2021 - 07/2025

**Globant**, Medellin, Colombia

*A digitally native consulting company using AI and innovative technologies to reinvent businesses and deliver large-scale software solutions for top-tier global clients.*

- Directed multi-million dollar project portfolios for clients like Royal Caribbean, managing budgets, timelines, and resource allocation for globally distributed teams of 100+.
- Led the full project lifecycle for a Dick's Sporting Goods e-commerce platform, improving system performance by 40% through meticulous planning and execution.
- Drove business development by leading RFP analysis and proposal creation, securing fixed-price and T&M contracts through effective client relationship management.

#### **Technical Project Manager**

01/2020 - 07/2021

**Mango Soft**, Miami, FL.

*A software development firm specializing in cloud-native solutions, data engineering, and media streaming services for sports and healthcare organizations in the Americas.*

- Managed end-to-end delivery of a media streaming infrastructure for Concacaf, ensuring compliance with broadcasting standards and successful on-time, on-budget project completion.
- Oversaw a medical data integration project for multiple hospitals, collaborating with clinical stakeholders to meet strict healthcare data regulations and improve data accessibility.
- Led proposal development and client acquisition, successfully staffing and launching multiple fixed-price infrastructure projects for over 10 new client engagements.

#### **Technical Project Manager**

01/2019 - 12/2019

**TIPI**, Medellin, Colombia.

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

- Managed the design, manufacturing, and deployment of an integrated bodycam system for the Colombian Police, overseeing hardware, firmware, and software project phases.

- Ensured project success by leading all planning, implementation, and quality control efforts in accordance with strict government contract regulations and technical specifications.
- Led deployment and operations for 3,000+ devices across multiple cities, demonstrating effective large-scale infrastructure and stakeholder management in a high-stakes environment.

### **Technical Project Manager**

08/2012 - 12/2018

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

*A SaaS provider offering a comprehensive Point-of-Sale (POS) and business management platform for over 1,000 small businesses across Latin America.*

- Directed the full software development life cycle for a core SaaS product, managing all technical development, system integrations, and ongoing feature releases.
- Led technical integrations with third-party hardware (biometrics, payment devices), ensuring seamless system interoperability and enhanced functionality for over 1,000 business clients.
- Managed a team of 30+ engineers and led operations and implementation workflows, ensuring high system uptime and customer satisfaction across the client base.

### **IT Manager**

07/2005 - 07/2012

**Bodytech**, Bogota, Colombia.

*A leading health and fitness center chain in Latin America, operating over 60 sites across Colombia, Peru, and Chile with technology-driven member services.*

- Managed the IT infrastructure lifecycle for 60+ new site builds, overseeing networking, security systems, and access control implementation on time and budget.
- Led the company-wide implementation of Microsoft Dynamics CRM & ERP systems, managing vendors and stakeholders to successfully centralize and streamline business operations.
- Established and led the IT Service Desk and operations support, defining processes that improved system uptime and internal service levels across the organization.

## **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.