SEBASTIAN OCHOA ALVAREZ

Orlando, FL · (786) 475-0772

 $sebastian.ochoa.alvarez@gmail.com \cdot www.linkedin.com/in/sebastianochoaalvarez\\$

July 26, 2025 ANS Group Hiring Team ANS Group

SUBJECT: Application for Senior Project Manager - D365 & Power Platform at ANS Group

Dear ANS Group Hiring Team,

I am writing to express my strong interest in the Senior Project Manager - D365 & Power Platform position at ANS Group, which I discovered on LinkedIn. With over 10 years of experience leading complex, large-scale technology projects, my background aligns perfectly with the requirements of this role.

My career has been dedicated to managing end-to-end project lifecycles, from initial sales support and RFP analysis to final delivery and handover to managed services. I have extensive experience managing complex CRM implementations, including Microsoft Dynamics, and other business platforms like Salesforce. I am particularly excited by the opportunity to lead the delivery of cutting-edge AI solutions, such as Co-Pilot implementations, a domain where I have successfully delivered AI-driven chatbots and generative AI applications for clients like Royal Caribbean Group.

I am an expert in establishing robust project governance, managing budgets and scope, and maintaining clear stakeholder communication through tools like RAID logs and detailed status reports. My adaptive approach, blending Agile and traditional methodologies, ensures that projects are delivered on time, within budget, and to the highest quality standards. I am confident in my ability to coordinate initiatives like Power Platform and AI Hackathons to showcase ANS's leadership in the ecosystem.

I am eager to bring my customer-first mindset and proactive problem-solving skills to ANS Group. Thank you for your time and consideration. I look forward to discussing how my experience can contribute to your team's success.