

SEBASTIAN OCHOA ALVAREZ

Orlando, FL · (786) 475-0772

sebastian.ochoa.alvarez@gmail.com · www.linkedin.com/in/sebastianochoaalvarez

July 30th, 2025

Jose Sanchez

Hays

SUBJECT: Application for Civil Project Manager - Pipe/ Underground Utilities at Hays

Dear Jose Sanchez, I am writing to express my strong interest in the Civil Project Manager position for the Greater Orlando area, which I discovered on LinkedIn. While my background is in technology project management, I have spent over a decade leading large-scale, complex projects with a core focus on infrastructure, multi-site deployments, and managing the critical constraints of budget, schedule, and quality. I am confident that my robust project management expertise and adaptive leadership style are highly transferable and align with the requirements of this role.

A recurring challenge in my career has been ensuring the successful delivery of complex, multi-faceted projects with large, distributed teams and strict budgetary and timeline constraints.

To address this, I have consistently acted by implementing comprehensive project management frameworks. This includes developing detailed project plans, conducting rigorous risk assessments, managing vendors and subcontractors, and maintaining transparent communication with all stakeholders, from on-the-ground teams to C-level executives. I led the infrastructure rollout for over 60 new sites across three countries, managing everything from networking to physical installations, which mirrors the logistical complexity of civil projects.

As a result, I have a consistent track record of delivering projects on time and within budget, improving operational efficiency, and ensuring compliance with all quality and contractual standards. For example, by optimizing team performance and resource allocation on a major retail e-commerce platform, I drove a 40% improvement in efficiency. I am eager to apply this same disciplined, results-oriented approach to contribute to the success of your site development and underground utilities projects.

I am deeply impressed by your partner company's reputation for self-performing projects, which demonstrates a commitment to quality and stability. The opportunity to contribute to diverse projects in site development and earthworks is precisely the career progression I am seeking. I am excited by the prospect of bringing my extensive project management skills to a new industry and growing with a dynamic team.

Sincerely,

Sebastian Ochoa Alvarez