

SEBASTIAN OCHOA ALVAREZ

Orlando, FL · (786) 475-0772

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

PROFESSIONAL SUMMARY

Adaptive Senior Project Manager with 15+ years of experience building and leading high-performing teams to expand business practices. Expert in full-cycle business development, from proposal writing to profitable project delivery and client relationship management across complex, regulated industries. A strategic leader with a strong record of establishing vision, mentoring staff, and managing multi-million dollar project portfolios while ensuring sound financial oversight and operational integrity.

KEY SKILLS

- **Practice Leadership & Business Development:** Strategic Planning, Client Relationship Management, Proposal Writing & RFPs, Budgeting & P&L Oversight, Staffing & Mentorship
- **Program & Project Management:** End-to-End Project Delivery, Financial & Constraint Management, Risk Mitigation, KPI & OKR Reporting, Multi-Project Portfolios
- **Project Methodologies:** Agile (SAFe, Scrum, Kanban), Waterfall, Hybrid Models, Scrum of Scrums
- **Industry & Systems Acumen:** Regulated Industries (Finance, Healthcare), Large-Scale System Integrations, Cloud Infrastructure (AWS/GCP), Data Migration & Management

PROFESSIONAL EXPERIENCE

Senior Project Manager

08/2021 - 07/2025

Globant, Medellin, Colombia

A digitally native consulting company focused on reinventing businesses through innovative technology solutions, AI, and software development for global enterprise clients.

- Led multi-million dollar programs for clients like Royal Caribbean, driving portfolio growth through strategic planning, proposal development, and executive-level reporting.
- Directed global teams of up to 100+ engineers, improving project performance and cost efficiency through adaptive roadmaps and rigorous financial controls.
- Managed the full business development lifecycle, from RFP analysis and budgeting to securing contracts and ensuring profitable delivery for diverse client accounts.

Technical Project Manager

01/2020 - 07/2021

Mango Soft, Miami, FL.

A custom software development firm delivering innovative cloud, big data, and media solutions for international clients in sports and healthcare sectors.

- Established and grew new service lines for healthcare and media clients, securing contracts and managing fixed-price projects to successful, profitable completion.
- Spearheaded end-to-end delivery of complex AWS cloud solutions, leading team staffing, project planning, and building strong, lasting client relationships.
- Implemented adaptive project management frameworks that improved delivery timelines and client satisfaction for clients like Concacaf and major healthcare providers.

Technical Project Manager

01/2019 - 12/2019

TIPI, Medellin, Colombia.

A technology company specializing in integrated hardware and software solutions, including IoT devices and bodycams for law enforcement and healthcare clients.

- Directed development of integrated hardware/software solutions for government contracts, ensuring compliance, on-time delivery, and full operational readiness.
- Led all project constraints for the Colombian Police bodycam initiative, managing planning, implementation, and support for over 3,000 deployed units.

- Managed technical teams and operations workflows for SaaS products, leading to successful implementations in over 10 hospitals, improving patient flow.

Technical Project Manager

08/2012 - 12/2018

IT Big Boss Software House, Medellin, Colombia.

A SaaS provider I founded, delivering comprehensive POS and business management software to over 1,000 small businesses across Latin America.

- Founded and scaled a SaaS company, achieving profitability by managing the full business lifecycle, including product development, sales, and operations.
- Led product implementation for over 1,000 small businesses, driving customer adoption by over 300% and expanding the company's market footprint.
- Directed all technical and operational teams with full P&L responsibility, ensuring high-quality service delivery and creating a scalable business model.

IT Manager

07/2005 - 07/2012

Bodytech, Bogota, Colombia.

A leading chain of health and fitness centers with over 60 locations across Colombia, Peru, and Chile, focused on wellness and technology.

- Managed IT infrastructure and technology operations across 60+ sites in 3 countries, leading network, security, and service desk implementations.
- Directed the life cycle for mission-critical business systems, including a Dynamics CRM/ERP implementation, improving operational efficiency by 25%.
- Led the deployment of custom access control and billing software, supporting the company's rapid expansion and improving member retention rates.

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.