

**SEBASTIAN OCHOA ALVAREZ**

Orlando, FL · (786) 475-0772

sebastian.ochoa.alvarez@gmail.com · [www.linkedin.com/in/sebastianochaalvarez](https://www.linkedin.com/in/sebastianochaalvarez)

July 31st, 2025

Hiring Manager

hatch I.T.

**SUBJECT:** Application for Technical Project Manager

Dear Hiring Manager,

I am writing to express my strong interest in the Technical Project Manager role advertised on LinkedIn. My extensive background in leading complex IT infrastructure projects, CRM implementations, and system modernizations for large-scale organizations aligns perfectly with the requirements of this position for your mission-driven client.

In a previous role, I encountered the challenge of an outdated, on-premises data infrastructure that hindered scalability and resilience. I led the end-to-end migration to a GCP cloud environment for a major financial institution, developing the complete project plan, managing a multi-million dollar budget, and coordinating cross-functional teams and external vendors. The result was a seamless transition that significantly enhanced system stability, improved operational resilience, and reduced infrastructure costs by 20%.

Similarly, I have direct experience streamlining business systems. I managed a full-scale Salesforce CRM implementation for a retail client, unifying their disconnected sales, marketing, and commerce operations. By collaborating closely with business stakeholders to define requirements and managing the vendor relationship, we delivered a cohesive platform that provided a 360-degree customer view and improved data-driven decision-making.

The opportunity to contribute to a mission-driven, membership-based organization is particularly appealing. I am passionate about leveraging technology to create stable, resilient, and efficient systems that directly support an organization's core objectives and enhance member value. My adaptive project management approach and experience with hybrid methodologies would allow me to deliver the critical initiatives outlined in the job description effectively.

With my CSM certification and proven track record in vendor management, risk mitigation, and C-level stakeholder communication, I am confident I possess the skills to excel in this role. I am eager to discuss how my experience can support your client's technology and resiliency goals.

Sincerely,

Sebastian Ochoa Alvarez