

**SEBASTIAN OCHOA ALVAREZ**

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July 31st, 2025  
Hiring Manager  
Banyan Software

**SUBJECT:** Application for Senior Project Manager at Banyan Software

Dear Hiring Manager,

I am writing to express my strong interest in the Senior Project Manager position at Banyan Software, specifically for the Hancock Software team, as advertised on LinkedIn. With over 10 years of experience leading complex, end-to-end software implementations and customer rollouts, my background aligns perfectly with the requirements of this role.

In my previous roles, I have served as the primary liaison between clients and internal teams, coordinating efforts across leadership, development, and IT to ensure seamless deployments of SaaS solutions. I am highly experienced in developing detailed rollout plans, managing projects from initiation to completion, and ensuring all contractual obligations are met while adhering to budget and timelines. My experience managing globally distributed teams, including in India, will be directly applicable to collaborating with your teams in India and China.

My expertise includes creating clear process documentation, training new users to drive product adoption, and performing customer-centric testing to guarantee quality and functionality. I am passionate about the mission to help utilities reduce energy consumption and am confident that my proactive, adaptive, and results-oriented approach would make me a valuable asset in successfully deploying the Hancock Cloud solution to your new customers.

Thank you for considering my application. I am eager to discuss how my skills in project management and customer onboarding can contribute to the success of Banyan Software and your clients.

Sincerely,

Sebastian Ochoa Alvarez