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July 31st, 2025

Harinii Suriyakumar

Falcon Smart IT

SUBJECT: Application for Oracle Fusion Project Manager at Falcon Smart IT

Dear Harinii Suriyakumar,

I am writing to express my strong interest in the Oracle Fusion Project Manager position at Falcon Smart IT, which I discovered on LinkedIn. With over 10 years of experience leading complex, full-cycle system implementations and digital transformations for global enterprises, I am confident that my background in managing large-scale projects aligns perfectly with the requirements of this role.

In a previous role, I addressed the challenge of a major financial institution, Banco de Chile, needing to overhaul its core data infrastructure. I led a program to migrate their datacenter to GCP and implement a new data warehouse, managing a cross-functional team of over 100 engineers. By implementing a hybrid Scrum methodology and rigorous KPI tracking, we successfully delivered the complex platform on schedule, ensuring business continuity and enhancing data capabilities.

My experience extends directly to ERP implementation. As IT Manager at Bodytech, I was the technical leader for the company-wide Microsoft Dynamics CRM & ERP implementation across more than 60 sites in three countries. I managed the entire project lifecycle, from planning and vendor management to cutover and post-production support. This initiative successfully unified business operations, centralized financial data, and provided a scalable platform for future growth.

Sincerely,

Sebastian Ochoa Alvarez