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Chief Strategy Officer · Acceleration Partners

Role: Director of Applied AI Product

Application: Director of Applied AI Product

I'm drawn to this role because it describes how I already work, not something I aspire to. Most product leaders manage AI from a distance. I build it. I live in Claude Code every day, I have built agents and agentic systems myself, and I ship real software against real data in weeks rather than quarters. As Head of AI I built and operate Agent Squad AI, a cluster of autonomous agents doing real work in production, and under my leadership the company reached Registered Partner status in Anthropic's partner program. That is what lets me do the part you are actually hiring for: tell a good bet from a bad one, pressure test a thesis, and say where it is wrong, because I see this technology break and deliver in production, not on a slide.

The other half of this role is the unglamorous part, and it is where I am strongest. I know that the distance between a working prototype and a workflow people rely on every day is where most product work lives. At NTT DATA I led the office's largest account, with teams of up to thirty people across parallel workstreams, and took a digital credit origination platform to production by shipping in phases to earn early wins, escalating dependencies before they became blockers, and aligning teams that did not report to me. I treat the rollout plan, the release notes, the documentation, and the enablement session as part of the product, not chores to hand off, so the teams on the receiving end of a launch are never surprised.

Two points of candor, since you are hiring partly for that. My formal titles have been in AI and delivery leadership rather than a career product director, though I own AI products end to end for real, today. And I am new to partnership and affiliate marketing as a domain, so I would ramp fast on your data and your users before claiming to know them. What I can guarantee is the core of the role: building with modern AI, shipping agentic workflows against real data, owning measurable outcomes, and making them stick inside a real organization. I would be glad to show you what I have personally built. Thank you for your time.

Best regards,

Roberto Aguirre Guardia