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Bogotá, July 5, 2026

Amazon Web Services Colombia — Hiring Team

Role: Tech Partner Leader — LATAM, AWS Partners (Job ID 10408417)

Re: Tech Partner Leader — LATAM, AWS Partners

AWS Partners in LATAM lives or dies on whether an ISV relationship actually converts into field co-sell and revenue — and I have sat on both sides of that table. For three years I owned NTT DATA's largest strategic account, Grupo AVAL, with full P&L and C-level reviews; today I run a GenAI SaaS product as an ISV inside the public-cloud ecosystem. I have felt what makes an integrator-vendor relationship pay off, and what makes it stall.

What I bring maps directly to how this role is measured. On Grupo AVAL I owned P&L and financial KPIs — healthy margins, delivery cadence and executive reviews — while running multiple simultaneous programs and building a team with the lowest attrition of the whole engagement. My experience is cross-regional across Colombia, Peru and Mexico. I led the modernization of Porvenir onto the cloud (LATAMDIGITAL 2019 award) and turned an at-risk utilities program back to viability. An MBA and PMP round out the profile you list as highly desired, and my ISV work keeps me close to the SAP, AWS Marketplace and Global-ISV ecosystem this position drives.

I will be direct: my partner-ecosystem exposure has come through strategic-account leadership and running an ISV rather than a formal channel title. What I offer in return is 15+ years of LATAM enterprise credibility, real P&L discipline and executive access — the foundation on which channel GTM is built, from someone who understands the vendor side because he lives it. I am based in Bogotá, fluent in English, and would welcome a conversation about accelerating AWS partner GTM across the region.

Best regards,

Roberto Aguirre Guardia