

Roberto Aguirre Guardia

aguirrerjg@gmail.com · +57 317 675 0419

Bogotá, Colombia · 100% Remote

July 12, 2026

CoPilot Innovations · Hiring Team

Role: AI Solutions Delivery Manager

Re: AI Solutions Delivery Manager

Turning AI from an idea into a real business outcome is exactly what I do. I take ambiguous client needs, define the problem and the success metrics, and turn them into structured plans, AI workflows and working prototypes, partnering with engineers to build the useful thing rather than a deck about it. I am also an active daily AI user: Claude, ChatGPT and agents run through my research, analysis and documentation, and I have a practical feel for what these tools are good at, where they fail, how to prompt them well, and how to prototype and test fast before overbuilding. Under my leadership, the company reached Registered Partner status in Anthropic's partner program.

The delivery side is second nature. For more than fifteen years, in consulting and digital delivery, I have run multiple client projects with many moving parts, converted messy requirements into clear deliverables, led updates, unblocked issues and managed expectations directly with stakeholders up to C level. I communicate in clear, professional English and am comfortable running day to day client interactions: asking thoughtful questions, writing project updates, summarizing decisions and pushing back respectfully when needed. I work like a self starter: I take ownership, keep momentum without waiting for instructions, and I am genuinely comfortable when the problem is still fuzzy, because structuring the ambiguity is the part I enjoy.

One honest note. My background is more senior than the two to five year range you describe; I mention it not to overshoot the role but because hands on AI delivery with U.S. clients, on a small, fast moving team that ships useful things, is exactly the kind of work I want to be doing right now. What that seniority buys you is someone who can run client projects end to end from day one, with no ramp on the delivery craft and real depth on where AI actually helps. I would love to talk, and I am happy to share a short video if that helps. Thank you for your time.

Best regards,

Roberto Aguirre Guardia