

Roberto Aguirre Guardia

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Bogotá, Colombia · LATAM (available for US-hours remote)

Bogotá, July 6, 2026

Deepgram — Hiring Team

Role: GSI Partner Director

Re: GSI Partner Director

You are building a GSI function from zero, and you want it run AI-natively. I am an unusual fit for that. I spent years inside a Tier-1 GSI — running NTT DATA's largest account with full P&L and C-level governance — so I know from the inside how these firms package offerings, structure delivery organizations and win executive sponsorship. And today I build and run a production multi-agent AI platform myself. The vendor-side alliance motion is the part I would be learning; the two things around it — how GSIs actually operate, and operating AI-natively — I already do.

That AI half is not a talking point for me, it is how I spend my days. I build from zero, orchestrate LLMs and agents in production, and automate my own work rather than reaching for a tool once in a while — the operating rhythm your posting describes. Most alliance candidates cannot do this; I would argue the AI is the harder half to teach, and it is the half I live in. Add executive presence built across summits and C-level rooms, plus comfort in ambiguity, and I can represent Deepgram credibly in partner conversations and get productive on the GSI motion fast.

I will be straight, because you are building this function and deserve it: I have not sat on the vendor side formally managing a GSI alliance, and I do not bring CCaaS or existing named relationships inside Deloitte or Accenture. What I bring is the rarer, harder-to-teach half — GSI delivery fluency from the inside and a genuine AI-native builder. I am LATAM-based, operate remote-first across US/LATAM teams, and I am fully available on US hours; happy to align early on work authorization and travel to partner summits. I would welcome a conversation about where I can create momentum fastest.

Best regards,

Roberto Aguirre Guardia