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Globant · Business Consultancy Manager · Lima, Peru

Dear Hiring Team,

Globant's Business Consulting mandate, connecting **strategy, innovation and technology into sustainable transformation for Financial Services**, is the exact work I led for much of the last decade. At **NTT DATA**, a Tier 1 global consultancy, I ran the office's **largest banking account** (up to **50 people, P&L**) and directed **CrediCore**, a **multi year digital credit origination program on Azure** for Banco Popular.

What that program required is what this role asks for. I owned the outcome with only **partial control**, depending on architecture teams outside my authority while the bank's presidency pressed on budget and time. I **structured the work into phases** to produce **early, tangible wins** instead of migrating everything at once, and I **escalated the critical dependencies to the presidency from day one** to reduce delivery risk. CrediCore reached **production**, and those early wins gave the bank the confidence to extend the platform's roadmap toward mortgage credit. Across **15+ years** I have delivered the same pattern in **pensions** (Porvenir, LATAMDIGITAL 2019 award) and the **public sector**, with further experience across health and insurance clients (Colsanitas, Cardif), always partnering with **C level stakeholders** and coaching multidisciplinary teams.

Today, as **Head of AI**, I lead a GenAI/SaaS platform built with AI assisted development, which reached **Registered Partner status in Anthropic's partner program** under my leadership, so I bring a current view of how **AI reshapes transformation programs**. Two points, in full transparency: my consulting has been delivered largely **from inside a Tier 1 GSI and technology services firms** rather than a pure strategy house, and while I am currently based in Bogotá I keep a **home base in Lima and am fully available for the hybrid model** at the client's office. What I offer is **proven leadership of complex Financial Services transformation, from strategy to production, with results recognized at the corporate level**. I would welcome the chance to talk.

Best regards,

Roberto Aguirre Guardia