

Roberto Aguirre Guardia

aguirrerjg@gmail.com · +57 317 675 0419

Bogotá, Colombia · 100% remote

Bogotá, July 16, 2026

Talent Team · Intellias Colombia

Role: Senior Business Analyst

Re: Business Analyst, Intellias Colombia

The first responsibility on your list is to analyze capability gaps in the client organization and suggest appropriate solution options. Let me answer it with the project I would bring to the interview. At Banco Popular, credit origination was split across fragmented applications, one of them obsolete and another without vendor support, with slow response times and high cost. The gap was clear; the hard part was that fixing it meant modeling a migration to a transversal BPM process without breaking an operation that could not stop, and that I had total responsibility with only partial control, because the architects I depended on did not report to me while the bank's president was pressing on budget and time. I defined the solution in phases to produce early wins rather than migrating everything at once, and I escalated the dependencies I did not control to the president from day one instead of reporting them when they were already blockers. It reached production, and those early wins earned the bank the confidence to build a roadmap toward mortgage lending.

That is the shape of my last fifteen years in the IT industry, working from global services firms for their enterprise clients in finance, pensions, health and the public sector: turning business needs into requirements and solution scope, managing conflicts and changes until they are resolved, and following the solution through to acceptance. Two parts of your description I want to answer directly. You ask for proven communication with large audiences and top management: beyond the executive rooms, I am a founding professor of the Innovation chair in a graduate Project Management program, a graduate lecturer, and I was selected to speak at CLARO's Technology Summit on digital transformation. You also ask for awareness of digitalization trends over the last three to five years, which as Head of AI I do not follow from a distance: I build with LLMs, RAG and agents every day. And on organizing training and knowledge sharing sessions, I have not run them for a team of analysts specifically, but structured teaching is not an add on to my career, it is part of it, and it is the habit I would bring to that part of the role.

Two points of transparency. My requirements practice is method first rather than tied to one suite: I work in whatever the client's standard is and I get up to speed on a new one quickly, but I am not going to claim deep hands on time in Jira and Confluence specifically, nor in a particular prototyping tool, and you list both. And I hold no IIBA, OMG or PMI certification; I work with the PMI/PMBOK framework and Agile in practice, and my formal credentials are an MBA and a Systems Engineering degree, which map to the business education you list as a plus rather than to the analyst certificates. What I bring instead is fifteen years of doing this work where it is hardest, in regulated clients who cannot afford a failed migration. I would be glad to talk. Thank you for your time.

Best regards,

Roberto Aguirre Guardia