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Keyrus · Hiring Team

Role: Data & AI Practice Lead, LATAM

Application: Data & AI Practice Lead · LATAM

Keyrus describes practice leadership as building lasting market presence at the intersection of technology and strategy, not just delivering projects. That is where I have spent my career. For 15+ years inside technology consulting and professional services, including a Tier-1 GSI, I have been the trusted, consultative reference clients turn to when a real business challenge meets modern technology. At NTT DATA I led the office's largest account, engaged technology, data, and business leaders directly, ran discovery to understand their ecosystems, designed and recommended cloud architectures on Azure, and turned their needs into concrete initiatives and projects, all under executive governance and with a P&L to answer for. Recovering the viability of a struggling project under intense pressure, and shipping a bank's credit origination hub under real organizational ambiguity, are the kind of complex, high stakes delivery that earns a firm the right to be a reference.

What I add on top of a classic practice profile is the edge the market is actually asking for. As Head of AI and founder, I already run a GenAI and multiagent squad in production, and under my leadership the company reached Registered Partner status in Anthropic's partner program. So when I talk about Generative AI, foundational models, Responsible AI, and where a Data & AI capability becomes business value or breaks, I am speaking from daily operation, not a slide. That is credibility I can put in front of a client executive, and it is exactly the differentiation the Data & AI ecosystem rewards right now. I create opportunities rather than wait for them, I mentor consultants and architects, and I bring genuine commercial vision and an entrepreneurial instinct to grow a practice.

One point of candor. My deepest technical strength is on the AI and solution leadership side, and on cloud my direct track record is on Azure. On the pure modern data engineering stacks the role names, such as Snowflake, Databricks, and AWS, I do not have direct exposure today; what I bring there is leading the architects and teams who build modern cloud data platforms, reading the solution end to end, and ramping fast on new tooling. What I guarantee is the core of this role: reading a client's challenge, translating it into a viable Data & AI solution, leading the discovery and design conversation with credibility, and building both the offering and the people who deliver it. I would be glad to help make Keyrus a true Data & AI reference across LATAM. Thank you for your time.

Best regards,

Roberto Aguirre Guardia