

Roberto Aguirre Guardia

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Bogotá, Colombia

Bogotá, July 5, 2026

Kushki — Hiring Team

Role: Regional Partnerships Leader — LATAM

Re: Regional Partnerships Leader — LATAM

Kushki wants to be the payments infrastructure LATAM's ecosystem builds on — and payments in banking is where I have spent real years, not consulting from the outside. Leading NTT DATA's software factory for **Grupo AVAL**, my team built **digital credit-card origination and scoring**; earlier, at **Porvenir**, I led the **payment-settlement portal** for pension and severance funds, delivered through new self-service channels for millions of users. I know the products, the risk models and the channels because I have shipped them.

That delivery experience sits on top of how this role is actually measured. I owned account P&L and financial KPIs on the largest account in the office, ran governance and C-level executive reviews, standardized how strategic relationships were managed — ending with the lowest attrition of the engagement — and led distributed multicultural teams across LATAM. Today I run a GenAI SaaS product as an ISV, so I also understand the partner side of a platform ecosystem. An MBA, plus years teaching strategy and innovation at graduate level (U. Sergio Arboleda, U. Externado), round out the profile you list as preferred.

I will be direct about fit: my payments experience has come through delivery leadership in banking and pensions, and my ecosystem experience through strategic-account leadership and running an ISV — not a formal partner-channel title inside a PSP, and I have not personally built a partner program end to end. What I offer is that operating instinct plus 15+ years of LATAM financial-services and payments credibility, real P&L and governance discipline, and the ability to turn a partner function into a scalable, governed organization. I am based in Bogotá, work hybrid, and would welcome a conversation about where I can add the most value.

Best regards,

Roberto Aguirre Guardia