

Roberto Aguirre Guardia

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Bogotá, Colombia · 100% Remote

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Monks · Hiring Team

Role: Senior Product Manager

Re: Senior Product Manager

Being a trusted advisor to client stakeholders is not a line I am reaching for, it is the craft I was trained in. For years I was the primary point of contact and strategic advisor on the largest client account of a Tier-1 consultancy, translating business and market insight into plans people could actually act on, and holding the room with stakeholders up to C level. Today I own the end to end lifecycle of a software product, from opportunity and ideation through requirements, feature prioritization, launch and iteration on measured impact. Under my leadership, the company reached Registered Partner status in Anthropic's partner program.

What I think would serve Monks well is that my technical understanding is not borrowed. I lead engineering and architecture myself, so web technologies, APIs and software development practices are ground I stand on, which means I can tell a client what is genuinely possible, what it will cost in complexity, and where the shortcut will hurt them later. I have delivered digital products and web platforms with design and engineering teams, from a pension fund's digital channels serving millions of users to an e-commerce platform, and I have mentored Agile teams of up to thirty people, which held the lowest attrition rate in the entire account.

Two honest notes so you can calibrate. My day to day runs on Linear and equivalent tools rather than Jira, Figma and Miro specifically, though these are low friction to pick up and I would be fluent quickly. And I lead market, competitive and business research and gather insight directly from stakeholders, while formal usability testing is something I have driven through design partners rather than running the sessions myself. Everything at the center of this role, product advisory, the full lifecycle, technical depth and mentoring, I bring in full. I would love to talk. Thank you for your time.

Best regards,

Roberto Aguirre Guardia