

Roberto Aguirre Guardia

aguirrerjg@gmail.com · +51 915 129 992

Bogotá, Colombia · 100% remote

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Hiring Team

Role: Senior Product Delivery Lead

Application: Senior Product Delivery Lead

This role describes what I have done for fifteen years in professional services: owning client engagements from discovery through delivery and being the trusted advisor who keeps them moving with clarity and predictability. At NTT DATA I owned the office's largest account, running multiple concurrent workstreams with teams of up to thirty people. I translated ambiguous business problems into structured requirements and realistic delivery plans, broke large initiatives into milestones, and protected commitments while balancing client expectations with engineering capacity.

I bring the executive presence this role asks for. I manage senior stakeholders, facilitate difficult conversations, and handle escalations without losing the relationship. On a bank's credit origination hub, I identified dependency risks early and escalated them to the presidency before they hit the timeline; on the Promigas program, I restored a deteriorated engagement to viability, recognized at the corporate level. My technical fluency across APIs, integrations, cloud, and architecture concepts lets me partner closely with engineering and design and turn business needs into execution the team can run with confidence.

What I add today is that I am AI native in how I deliver. As Head of AI and founder I use Claude and ChatGPT across planning, documentation, and decisions every day, and under my leadership the company reached Registered Partner status in Anthropic's partner program. Across my career I have delivered in both healthtech, at DigitalHubAssist, and fintech, in banking at NTT DATA. I operate independently in fast paced environments and would bring that ownership to your client engagements from day one. I would welcome the chance to talk. Thank you for your time.

Best regards,

Roberto Aguirre Guardia