

Roberto Aguirre Guardia

Forward Deployed Consultant & AI Builder · Diagnose Processes, Redesign Operating Models & Ship AI POCs · Management Consulting + AI Native Building · Anthropic Registered Partner · 15+ Years · MBA

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SUMMARY

Management consultant and **AI native builder** with **15+ years** in professional services, embedding with client teams to **redesign workflows, establish operating models, and drive technology adoption**. I run **organizational diagnostics**, map **current state workflows** to find root causes of friction, and redesign **target state operations** with clearer decision rights and effective **human agent collaboration**. I have a **bias toward early proof**: I rapidly **build AI powered proofs of concept using LLM APIs** to move skeptical stakeholders, and I **ship working solutions, not just designs**. As Head of AI and founder I build and ship AI in production (Agent Squad AI, MedicalHubAssist); under my leadership the company reached **Registered Partner status in Anthropic's partner program**. I advise clients with **grounded expectations** on where AI helps a workflow versus where it distracts, work **autonomously**, and hold myself accountable to **measurable ROI**. Systems Engineer with an **MBA**. Fluent English and Spanish.

EXPERIENCE

Head of AI & Founder · AI Native Building & Advisory · DigitalHubAssist LLC Oct 2024 · Present
Remote · GenAI / SaaS Platform

- ▶ **Build and ship AI powered solutions**: I rapidly build **AI powered prototypes and workflows using LLM APIs** (Agent Squad AI) and **ship them to production**, working autonomously without a dedicated engineering team. Under my leadership the company reached **Registered Partner status in Anthropic's partner program**.
- ▶ **Grounded AI advisory and human agent collaboration**: I advise on **where AI practically enhances a workflow versus where it distracts**, design **human agent collaboration**, and embed governance and human review. MedicalHubAssist recognized by **Revista DINERO**.
- ▶ **Outcomes and measurement**: I set **performance baselines and KPIs** (adoption, value) and hold accountability to **measurable ROI**, not static deliverables.

Consulting Manager · Transformation & Operating Models · NTT DATA Colombia Apr 2021 · Oct 2024
Bogotá, Colombia · Banking (Grupo AVAL) · Utilities

- ▶ Ran **management consulting** on the office's **largest account** (up to **30 people**): diagnosed processes, redesigned **workflows and operating governance**, drove **technology enablement and adoption**, and built **evidence based arguments** to align senior stakeholders, escalating to the presidency early.
- ▶ Restored a **stalled implementation** to viability on the **Promigas** program (corporate recognition), and introduced **applied AI** in the software factory while delivering a bank's **credit origination hub** in production.

Project Manager · Large Scale Process Redesign & Rollouts · VASS (2018-21) · GlobalHitss (2015-18) · TecnoCom (2012-15) 2012 · 2021
Bogotá, Colombia · Pensions · Health · Public Sector

- ▶ Led **large scale process redesigns and technology rollouts**: modernized **Porvenir's** digital channels (millions of users), driving adoption → **LATAMDIGITAL 2019** award; delivered **e-commerce** (Colsanitas); digitalized **Colombia's Judicial Branch**.

EDUCATION

MBA · Tecnológico de Monterrey · Systems Engineering, U. de Lima (Top Third) 2004 · 1999

CORE COMPETENCIES

Management Consulting · Enterprise Transformation	Process Diagnostics · Root Cause Analysis
Operating Model & Workflow Redesign	Change Management · Technology Adoption
AI Powered POCs & Prototypes (LLM APIs)	Ship Working Solutions, Not Just Designs
Human Agent Collaboration · Grounded AI Advisory	Measurement Frameworks · Baselines · ROI
Evidence Based Stakeholder Alignment · Autonomy	Anthropic Registered Partner · MBA · Fluent English