# **Argentina Jobs Expertini®**

## Generative Al Strategist, AWS Gen Al Innovation Center

### **Apply Now**

Company: Amazon Web Services Argentina S.R.L. - F61

Location: Buenos Aires

Category: other-general

Amazon Web Services (AWS) is looking for experienced and motivated business-oriented technologists who possess a unique balance of business knowledge, effective interpersonal skills, and some technological depth in the following areas: analytics/big data, machine learning and generative artificial intelligence. This role will focus on supporting customers looking to enhance their business or operational outcomes through the use of advanced and emerging technologies.

You will partner with customers, AWS Sales, AWS service teams, AWS industry teams and AWS Professional Services delivery teams to craft industry-specific programs that will serve the needs of the customer, and extend that use to other customers within the industry and related industries. You will leverage and refine a programmatic approach to help customers drive their business metrics across a set of industry-specific needs. As a trusted customer advocate, the Generative AI Strategist will assess and deliver best practices around program delivery, project approaches, and business measurement. The ability to connect business value to a scalable, repeatable, extensible approach is critical to the Strategist role.

#### Key job responsibilities

- •Bring alignment between customer's technologists and business leads; help them to explore the art of the possible with generative AI and machine learning, and to develop a roadmap to deliver business value in the most effective way
- •Discuss complex industry-specific business concepts with executives, line managers and

technologists

- •Engage with various AWS teams, including applied scientists, solutions architects, business development, marketing, industry specialists, partners and regional organizations
- •Drive large, complex sales opportunities from idealization, through vision building and scoping, all the way to closure and into delivery
- •Conduct workshop sessions to identify opportunities with our customers to scope how they could deliver business value through the use of generative AI or machine learning

#### A day in the life

Here at AWS, we embrace our differences. We are committed to furthering our culture of inclusion. We have ten employee-led affinity groups, reaching 40,000 employees in over 190 chapters globally. We have innovative benefit offerings, and host annual and ongoing learning experiences, including our Conversations on Race and Ethnicity (CORE) and AmazeCon (gender diversity) conferences. Amazon's culture of inclusion is reinforced within our 16 Leadership Principles, which remind team members to seek diverse perspectives, learn and be curious, and earn trust.

We are open to hiring candidates to work out of one of the following locations:

Buenos Aires, ARG

#### **BASIC QUALIFICATIONS**

- Bachelor's degree, or 7+ years of professional or military experience
- 5+ years of experience in the industry as a ML practitioner or executive
- Experience participating in the sales lifecycle (directly or indirectly) and in management consulting or related work
- Experience launching technically complex programs, projects, or related work that include the following: big data, analytics, artificial intelligence, and machine learning
- Open to relocation to Mexico (Mexico City)

#### PREFERRED QUALIFICATIONS

- Experience with writing communications such as strategy papers or white papers
- Participated in the product management and marketing lifecycles (directly or indirectly)
- Experience with presenting to audiences of 5 to 50 people of various levels (developers to executives) and backgrounds (business, technical, operations)

- Passion for educating, training, designing, and building solutions for a diverse and challenging set of customers ranging from midsized organizations to Fortune 100 customers
- Advanced degree desired (e.g., MBA, MS)

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