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Dear Hiring Team,

I am applying for the position of **Manager / Senior Manager – Artificial Intelligence & Data – AI Strategy** at Deloitte Switzerland.

My background is in leading large-scale cloud and data-driven transformations in regulated environments, advising senior stakeholders and shaping multi-vendor technology agendas at enterprise scale within the Volkswagen Group. This work has consistently focused on governance, operating models, and executive decision-making — the foundations required for effective AI strategy.

I am particularly interested in this role because I view AI strategy as a strategic discipline: defining where AI creates value, how it is governed responsibly, and how it is embedded into organisations in a scalable way. While my career has been rooted in transformation leadership rather than AI strategy as a standalone mandate, this perspective enables me to contribute to AI strategy engagements grounded in enterprise realities and sustainable value creation.

I would welcome the opportunity to discuss how my experience could support Deloitte's AI Strategy work and the continued growth of the AI & Data practice in Switzerland.

Kind regards,

A handwritten signature in blue ink that reads "Juan Cano-Selles". The signature is fluid and cursive, with "Juan" and "Cano-Selles" being the most distinct parts.