

SAHIL SAPRA

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PRODUCT MANAGER | AI AGENTS, AGENTIC AUTOMATION & B2B SAAS PLATFORMS

Product manager for agentic AI in B2B SaaS, with four years of product management across AI, automation and platform initiatives. Founded and owned an AI-powered, deploy-aware no-code agentic QA platform end to end: a zero-to-one initiative taken from a six-month roadmap to MVP and on through V2/V3 with four enterprise design partners. Built the retrieval-augmented test case generator behind it, grounded on ~2,000 historical ticket-to-test conversions in a dense embedding vector index so generated output followed house conventions and improved with each added example rather than through retraining. Drove enterprise-wide adoption of LaunchDarkly and built a governance web application over its API that gave the team centralized control over feature releases. Runs weekly design partner iteration cycles measured on real scheduled usage, and turns product strategy into the requirements, acceptance criteria and guardrails engineering builds from.

TECHNICAL PROFICIENCIES

Agentic AI & Retrieval: Agentic Workflow Orchestration, Retrieval-Augmented Generation (RAG), Dense Embeddings, Vector Indexes (Weaviate, Upstash), Prompt Iteration, Large Language Models, Sentiment Analysis

AI Agent Platform Capabilities: Environment Discovery & Mapping, Test Case Generation, Autonomous Test Execution, Jira Ticket Validation, Screenshot Evidence, Scheduling, Security Hub Dependency Risk Analysis

Governance, Controls & Guardrails: LaunchDarkly, Feature Flags, Release Control, Staged Rollout, Regression Quality Assurance, Observability, New Relic, IAM, KMS, Secrets Manager

B2B SaaS Product Management: Agile/Scrum, Jira, Confluence, Requirements & Acceptance Criteria, Roadmap Prioritization, Customer Discovery, Credit-Based Pricing Architecture, Technical Documentation

AI-Enabled Product & Development Tools: Cursor, Claude Code, Codex, GitHub Copilot, Amazon Q Developer, Replit, Lovable, Google Stitch, Tableau, Power BI, Snowflake

Cloud & Data Platform: AWS (ECS, Lambda, S3, VPC, API Gateway, CloudWatch, Systems Manager), Azure, Google Cloud Platform (GCP), Docker, Terraform, PostgreSQL, MySQL, Redis, Railway, Vercel

Languages & Frameworks: TypeScript, Python, Java, Spring Boot, NestJS, Node.js, Angular, React, Next.js, REST, GraphQL, Microservices

AREAS OF EXPERTISE

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| • Agentic AI Product Management | • Zero-to-One Product Delivery | • Iteration Cycles with Customers |
| • AI Agent Controls & Guardrails | • B2B SaaS Platform Management | • Process Automation at Scale |
| • AI Governance Frameworks | • Retrieval-Augmented Generation | • Cross-Functional Engineering Partnership |

PROFESSIONAL EXPERIENCE

CAMP Systems International Inc., Charlotte, NC Technical Product Manager & Business Analyst II (2025 – 2026) Owned the next-generation FBO platform for an enterprise B2B SaaS portfolio, from roadmap and customer discovery through implementation and release, and led the quality engineering initiatives that put AI-enabled automation into the delivery process. - Built an AI test case generator grounded through retrieval-augmented generation on ~2,000 of our own ticket-to-test conversions in a dense embedding vector index, so generated output followed house conventions and improved with each added example rather than through retraining, and directed the QA automation strategy it belonged to, taking test coverage from 62% to 81% while holding enterprise-grade release stability. - Scaled automated testing frameworks across cross-functional delivery pipelines and accelerated development cycles with AI-enabled productivity tools, releasing the redesigned Invoicing module five months early and reducing customer churn significantly. - Executed the enterprise customer migration strategy, onboarded 75 customers from competing FBO platforms to TFBO Next-Gen, and sustained 104% YoY ARR growth over two consecutive years. - Directed a feature parity program for TFBO Next-Gen by translating workflow gaps into prioritized requirements, acceptance criteria and migration sequencing through influence without authority, enabling 75 enterprise aviation customers to transition with zero operational downtime. - Removed a two-week onboarding bottleneck through process automation of the data injection ETL rather than added headcount, taking capacity from over two weeks per customer to three customers per day and making the 75-customer program feasible at all. - Led the transition of a legacy monolithic aviation platform to a domain-driven microservices architecture in Java, Spring Boot, TypeScript and Angular with RESTful APIs, caching and lazy loading, cutting data retrieval latency 68% and eliminating enterprise timeouts.	2024 – 2026
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Product Manager & Business Analyst (2024 – 2025)

Supported post-merger integration of multiple FBO operations products into CAMP System’s aircraft maintenance solutions suite following a \$200M acquisition.

- Led enterprise-wide adoption of LaunchDarkly through influence without authority, modernized CI/CD pipelines, decoupled deployment from release cycles so each change could be controlled and measured on its own, and increased feature release frequency by 400%.
- Developed and deployed a LaunchDarkly API-based JavaScript web application in Cursor for feature flag governance, enabled centralized monitoring and control of releases, reduced subscription costs, and achieved a 7% reduction in team OPEX.

World Kinect, Miami, FL

2022 – 2024

IT Business Analyst (2023 – 2024)

Enabled data-driven product improvements through continuous enhancement cycles to optimize ERP workflows and align with aviation industry operational requirements.

- Spearheaded integration initiatives connecting four major accounting platforms and two loyalty/rewards programs into FBO360 to expand product ecosystem capabilities and enable new customer acquisition and market penetration.
- Supported enterprise aviation ERP product operations by collaborating with cross-functional engineering, QA and business stakeholders to enhance system reliability, scalability and user experience across FBO360 deployments.

Business Intelligence Intern (2022)

Built the dashboards and data models behind product and business decisions, generating actionable insights from customer usage data.

- Engineered seven Tableau dashboards on Snowflake SQL data across four customer-facing applications to enable advanced product analytics, uncover usage patterns, and reduce customer attrition by 28%.

ENTREPRENEURIAL VENTURES

SpecHawk Inc. (speechawk.ai)

2026

Head of Product

Founded and directed an AI-powered, deploy-aware no-code agentic QA platform for SaaS applications: AI agents that map a staging environment, generate and execute test cases, validate Jira tickets with one click, capture screenshot evidence and run on a schedule, with the workflow automation and defect validation frameworks behind them unified in one product.

- Ran the zero-to-one initiative end to end, scoping the MVP to the smallest slice that produced a trustworthy test run on a design partner’s real application, then executing a six-month roadmap through V1 and into V2/V3 builds featuring Security Hub for dependency risk analysis, GitHub integration, a developer CLI and a credit-based pricing architecture for scalable SaaS monetization.
- Secured four strategic enterprise design partners through customer discovery to validate product-market fit and accelerate early adoption across SaaS engineering teams, running weekly partner iteration cycles measured on real scheduled usage rather than demo enthusiasm.
- Raised \$100K of pre-seed capital to support MVP development, customer discovery and product validation.

ADDITIONAL EXPERIENCE

Summer Intern, Keiretsu Forum, San Francisco, CA

- Built Python-based classification models to evaluate ~250 early-stage startups, automating due diligence and surfacing 8 high-potential seed investment targets for the in-house venture fund.

EDUCATION

Bachelor of Science in Quantitative Economics, Co-Major in Analytics, Minor in Computer Science | Honors: Dean’s List (2020, 2022)

Relevant Coursework: Large Language Models, Sentiment Analysis, Big Data, Agile/Scrum, Strategic Communication

Miami University, Oxford, OH (2019 – 2023)

CERTIFICATIONS

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| • AWS Certified Cloud Practitioner | • ICAgile Certified Professional | • Aha! Product Management Professional |
| • Weaviate Vector Databases Professional | • Atlassian Agile PM Professional | • Anaconda Machine Learning Professional |