

SAHIL SAPRA

Charlotte, NC 28273 | (216) 848-7236 | sahilsapra391@gmail.com | sahilsapra.com | [LinkedIn](#)

PRODUCT MANAGER | PLATFORM & WORKFLOW PRODUCTS

Product manager with hands-on experience leading B2B SaaS platforms and enterprise workflow products across product strategy, roadmap prioritization, enterprise integrations, and scalable software delivery. Builds the product roadmap from business needs, translating business requirements into prioritized requirements and acceptance criteria, and skilled in meticulous technical writing for the clear documentation of requirements and specifications. Proven track record of exposing workflow inefficiencies through structured gap assessments and driving measurable improvement against them, sustaining 104% YoY ARR growth, accelerating go-to-market execution, and delivering operational efficiencies through automation, AI-enabled workflows, and cross-functional leadership that influences without authority. Excels in stakeholder management through active listening—understanding the true needs behind requests—and data-driven decision making within high-growth and enterprise environments, weighing what stakeholders ask for against product strategy. Adept at cross-functional communication with engineering, QA, design, and executive leadership to deliver customer-centric innovation and measurable business impact.

AREAS OF EXPERTISE

- Product Roadmap Prioritization
 - Requirements & Acceptance Criteria
 - Workflow Gap & Inefficiency Analysis
- Platform Product Management
 - Data-Driven Product Analytics
 - Cross-Functional Stakeholder Management
- Enterprise Platform Migrations
 - Process Automation & Operations
 - Measurable Business Impact

TECHNICAL PROFICIENCIES

Product & Analytics: Jira, Confluence, Tableau, Snowflake, MySQL, PostgreSQL, Redis, Product Analytics
APIs & Integrations: REST, Swagger, Postman, GraphQL, Apigee, API Gateway, Microservices, Caching, RxJS Observables
Release Automation & Observability: Bitbucket, Git, AWS CodePipeline, LaunchDarkly, New Relic, Observability, Release Automation, Feature Flags
Cloud & Infrastructure: AWS (ECS, Lambda, IAM, KMS, S3, VPC, API Gateway, CloudWatch, Systems Manager, Secrets Manager), Azure, Google Cloud Platform (GCP), CloudFormation, Docker, Terraform, Railway, Vercel
Languages & Frameworks: TypeScript, Python, Angular, React, Next.js, Java, Spring Boot, NestJS, Node.js
Developer Tools: Cursor, Claude Code, Codex, GitHub Copilot, Amazon Q Developer, Replit, Lovable, Google Stitch

PROFESSIONAL EXPERIENCE

CAMP Systems International Inc., Charlotte, NC2024 – 2026

Technical Product Manager & Business Analyst II (2025 – 2026)

Owned platform product delivery across cross-functional engineering, QA, and business stakeholders, translating business requirements into clear requirements and specifications, and accelerating development cycles with AI-enabled workflows that raised engineering throughput and delivered major platform enhancements ahead of schedule.

- Owned the enterprise customer migration strategy that moved 75 customers off competing FBO platforms onto TFBO Next-Gen, and sustained 104% YoY ARR growth over two consecutive years.
- Exposed workflow inefficiencies through comparative analysis of legacy and next-generation systems, delivering structured gap assessments that drove measurable functional and performance improvement and supported informed product roadmap prioritization.
- Directed a feature parity program for TFBO Next-Gen by translating workflow gaps into prioritized requirements, acceptance criteria, and migration sequencing, enabling 75 enterprise aviation customers to transition with zero operational downtime.
- Removed the onboarding bottleneck by automating the data-injection ETL, taking capacity from 2+ weeks of manual work per customer to three customers per day and making the 75-customer program feasible without added headcount.
- Led the transition from a legacy monolithic aviation platform to a domain-driven microservices architecture using Java, Spring Boot, TypeScript, and Angular, implementing reusable RESTful APIs, caching, RxJS observables, and lazy loading to reduce data retrieval latency by 68% and eliminate enterprise system timeouts.
- Directed QA resource planning and automation strategy execution that improved test coverage from 62% to 81%, enterprise-grade release stability, and regression quality assurance.

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, a release control platform, modernized CI/CD pipelines, decoupled deployment from release cycles, and increased feature release frequency by 400%.
- Developed and deployed a LaunchDarkly API-based JavaScript web application using Cursor, enabled centralized feature flag monitoring and control, 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.

- Partnered with cross-functional engineering, QA, and business stakeholders on enterprise aviation ERP product operations to enhance system reliability, scalability, and user experience across FBO360 deployments.
- Spearheaded platform integrations 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.

Business Intelligence Intern (2022)

Assisted in business intelligence and analytics initiatives by developing interactive dashboards, performing data modeling, and generating actionable insights to inform product and business decisions.

- Engineered seven Tableau dashboards leveraging 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. (speechhawk.ai)

2026

Head of Product

Directed development of an AI-powered, deploy-aware no-code agentic QA platform for SaaS applications, enabling automated staging environment mapping, test case generation, test execution, Jira ticket validation, screenshot evidence, and scheduling for release quality assurance. Engineered end-to-end QA workflow automation within a unified product system.

- Executed a six-month product roadmap, delivered MVP (V1), and advanced V2/V3 builds featuring Security Hub for dependency risk analysis, GitHub integration, developer CLI, and a credit-based pricing architecture to enable scalable SaaS monetization.
- Secured four strategic design partners to validate product-market fit, running weekly design-partner loops measured on real scheduled usage rather than demo enthusiasm.
- Raised early 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)