

SAHIL SAPRA

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TECHNICAL PRODUCT MANAGER | AI PRODUCTS, QUALITY MEASUREMENT & ENTERPRISE DELIVERY

Hands-on technical product manager who owns an AI product end to end: business discovery, the requirements and acceptance criteria, the working software built personally in Cursor and Claude Code, then the roadmap, the scope tradeoffs and the launch into production. Quality measurement is the spine of the record: raised automated test coverage from 62% to 81% while holding enterprise release stability, and built an AI test case generator grounded in retrieval-augmented generation over roughly 2,000 of the team’s own ticket-to-test conversions, using dense embeddings on an Upstash vector index and iterated prompts so generated cases followed house conventions and improved with each added example, no retraining. Founded SpecHawk, an AI-powered deploy-aware agentic QA platform, securing four enterprise design partners and raising pre-seed capital on the business case behind it. At enterprise scale, mapped the onboarding workflow end to end and automated the data injection ETL that took it from over two weeks per customer to three per day, making a 75-customer migration feasible with zero operational downtime and 104% YoY ARR growth. Works in Python, TypeScript and Java across LaunchDarkly, New Relic, CloudWatch, Tableau and Snowflake SQL, drives enterprise release governance through staged feature-flag control, and leads delivery across engineering, QA, data operations and design.

TECHNICAL PROFICIENCIES

Large Language Models & Retrieval: Large Language Models, Retrieval-Augmented Generation (RAG), Dense Embeddings, Upstash Vector Index, Weaviate, Prompt Iteration, Agentic Product Design, Sentiment Analysis
Quality Measurement & Testing: Test Case Generation, Test Execution, Test Coverage Measurement, Regression Quality Assurance, Release Quality Assurance, Jira Ticket Validation, QA Automation, Acceptance Criteria
Hands-On Build Tools: Cursor, Claude Code, Codex, GitHub Copilot, Amazon Q Developer, Replit, Lovable, Google Stitch
Languages & Frameworks: Python, TypeScript, Java, Spring Boot, Angular, React, Next.js, NestJS, Node.js
Data & Discovery: ETL Data Injection, Data Modeling, Data Mapping, Snowflake SQL, Snowflake, Big Data, MySQL, PostgreSQL, Redis
Metrics & Monitoring: New Relic, AWS CloudWatch, Observability, Tableau, Power BI, Product Analytics
Enterprise Platform & Delivery: AWS (ECS, Lambda, IAM, KMS, S3, VPC, API Gateway, CloudWatch, Systems Manager, Secrets Manager), Azure, Google Cloud Platform (GCP), CloudFormation, Docker, Terraform, Railway, Vercel, Microservices, REST, GraphQL, Apigee, Swagger, Postman
Release Governance & CI/CD: Bitbucket, Git, AWS CodePipeline, LaunchDarkly, Feature Flags, Release Automation

AREAS OF EXPERTISE

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|---|---------------------------------------|---|
| • Product Strategy, Vision & Requirements | • Roadmap Ownership & Scope Tradeoffs | • LLMs, RAG & Prompt Iteration |
| • Business Discovery & Product-Market Fit | • Delivery to Production & Launch | • Enterprise Release Governance & Control |
| • Hands-On Build in Cursor & Claude Code | • Quality Measurement & Test Design | • Cross-Functional Engineering & Design |

PROFESSIONAL EXPERIENCE

CAMP Systems International Inc., Charlotte, NC2024 – 2026
Technical Product Manager & Business Analyst II (2025 – 2026)

- Owned the AI and quality products behind the next-generation FBO platform hands-on: the requirements, the quality framework, the test automation strategy, and the performance metrics used to monitor release readiness.
- Owned quality measurement for enterprise releases, directing QA resource planning and automation strategy execution that improved test coverage from 62% to 81% alongside enterprise-grade release stability and regression quality assurance.
 - Built an AI test case generator grounded in retrieval-augmented generation over roughly 2,000 of the team’s own ticket-to-test conversions, using dense embeddings on an Upstash vector index and iterated prompts so generated cases followed house conventions and improved with each added example, no retraining.
 - Mapped the enterprise onboarding workflow end to end, then automated the data injection ETL and data mapping behind it, moving capacity from over two weeks per customer to three per day and making a 75-customer migration feasible.
 - Executed 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.
 - Monitored request-level timing metrics to root cause enterprise system timeouts, then 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, and lazy loading to reduce data retrieval latency by 68%.
 - Owned roadmap prioritization via gap assessments of legacy versus next-generation systems, driving scope tradeoffs.

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.

- Drove enterprise-wide adoption of LaunchDarkly, an internal release governance 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 hands-on in 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-informed product improvements through continuous enhancement cycles to optimize ERP workflows and align with aviation industry operational requirements.

- Supported enterprise aviation ERP product operations by collaborating with cross-functional engineering, QA, design and business stakeholders to enhance system reliability, scalability, and user experience across FBO360 deployments.
- 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.

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, monitor usage patterns, and reduce customer attrition by 28%.

ENTREPRENEURIAL VENTURES

SpecHawk Inc. (speechawk.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 quality workflow automation and improved deployment confidence by uniting environment discovery, test orchestration and defect validation in one 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, a developer CLI, and a credit-based pricing architecture to enable scalable SaaS monetization.
- Secured four strategic design partners through business discovery to validate product-market fit and accelerate early adoption across SaaS engineering teams, running weekly partner loops that measured real scheduled usage rather than demo enthusiasm.
- Raised early pre-seed capital on the business case for the product, supporting MVP development, customer discovery, and product validation.

ADDITIONAL EXPERIENCE

Summer Intern, Keiretsu Forum, San Francisco, CA

- Built Python-based classification models that evaluated and ranked ~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 |