

SAHIL SAPRA

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TECHNICAL PRODUCT MANAGER | AI-POWERED PLATFORM & AUTOMATION PRODUCTS

Technical product manager with hands-on delivery of AI-powered platform and automation products across product strategy, agent orchestration, tool integrations, and scalable enterprise software delivery. Owns the platform capabilities other teams build on: reusable REST APIs, microservices, a developer CLI, GitHub integration, and partner ecosystem integrations that expanded an aviation ERP's product ecosystem into new markets. Founded an agentic QA platform whose agents map environments, generate and execute test cases in parallel, and validate defects, and grounded its test generation in RAG over ~2,000 internal examples, so architecture conversations happen with engineers rather than through them. Proven track record of driving product-market fit, driving measurable adoption, accelerating go-to-market execution, increasing ARR growth, and delivering operational efficiencies through automation, AI-enabled workflows, and cross-functional leadership across engineering, design, and executive stakeholders that influences without authority. Skilled in Agile product management, CI/CD modernization, staged release programs governed by feature flags, observability, and meticulous technical writing for the clear documentation of requirements and specifications.

TECHNICAL PROFICIENCIES

AI & Agent Orchestration: Large Language Models, RAG, Dense Embeddings, Vector Databases (Weaviate, Upstash), Agentic Workflow Orchestration

Tool Integrations & APIs: REST, Swagger, Postman, GraphQL, Apigee, API Gateway, Microservices, Caching, RxJS Observables

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

Automation, Release & Observability: Bitbucket, Git, AWS CodePipeline, LaunchDarkly, New Relic, Observability, Release Automation, Feature Flags

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

Product & Delivery Tools: Cursor, Claude Code, Codex, GitHub Copilot, Amazon Q Developer, Replit, Lovable, Google Stitch, Jira, Confluence, Tableau, Snowflake

AREAS OF EXPERTISE

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|----------------------------------|--------------------------------|---------------------------------------|
| • AI Agent Orchestration | • Partner Ecosystem Models | • Staged Launch Programs |
| • Platform & Automation Products | • Enterprise Automation | • AI-Powered Product Delivery |
| • Tool Integrations | • Adoption & Product Analytics | • Platform Strategy & Business Impact |

PROFESSIONAL EXPERIENCE

CAMP Systems International Inc., Charlotte, NC 2024 – 2026

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

Led automation of testing across cross-functional product delivery pipelines, and accelerated development cycles with AI-enabled workflows that raised engineering throughput and delivered major platform enhancements ahead of schedule.

- Owned platform migration strategy for 75 enterprise customers moving off competing FBO platforms onto TFBO Next-Gen, and sustained 104% YoY ARR growth over two consecutive years.
- Ran a feature parity program across multiple engineering teams for TFBO Next-Gen, translating workflow gaps into prioritized requirements, acceptance criteria, and migration sequencing, enabling 75 enterprise aviation customers to transition with zero operational downtime.
- Engineered API-based microservices architecture across internal systems and led the transition from a legacy monolithic aviation platform to a domain-driven design using Java, Spring Boot, TypeScript, and Angular, implementing reusable RESTful APIs, caching, RxJS observables, and lazy loading to reduce data retrieval latency by 68%, eliminate enterprise system timeouts, and improve platform scalability.
- Grounded an AI test generation model with RAG over ~2,000 internal ticket-to-test conversions using dense embeddings and a vector index, so generated output followed house patterns and improved with each added example without retraining.
- Automated the data-injection ETL that gated customer onboarding, taking capacity from 2+ weeks per enterprise customer to 3 customers per day, and made a 75-customer program feasible without added headcount.
- 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.

- Drove enterprise-wide adoption of LaunchDarkly across multiple engineering teams, decoupled deployment from release so features could ship to a limited cohort before general availability, modernized CI/CD pipelines, and increased feature release frequency by 400%.
- Rebuilt that rollout after adoption stalled, by observing how release managers actually worked and re-sequencing the program around their friction rather than the original plan.
- Developed and deployed a LaunchDarkly API-based JavaScript web application using Cursor, enabled centralized feature flag monitoring and governance, 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 operations workflows and align with aviation industry operational requirements.

- Supported enterprise aviation ERP product operations by collaborating with cross-functional engineering, QA, and stakeholders to enhance system reliability, scalability, and user experience across FBO360 deployments.
- Spearheaded partner ecosystem integrations connecting four major accounting platforms and two loyalty/rewards programs into FBO360, expanding product ecosystem capabilities and enabling 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. (speechawk.ai)

2026

Head of Product

Directed development of an AI-powered, deploy-aware no-code agentic QA platform for SaaS applications, where agents map staging environments, generate and execute test cases, validate Jira tickets, capture screenshot evidence, and schedule release quality assurance. Engineered the end-to-end agent workflow architecture, integrating environment discovery, tool integrations, test orchestration, and defect validation within a unified product system.

- Secured four strategic design partners to validate product-market fit and accelerate early adoption across SaaS engineering teams, running weekly partner loops measured on real scheduled usage rather than demo enthusiasm.
- Executed a six-month product roadmap, delivered MVP (V1), and advanced V2/V3 builds featuring a developer CLI, GitHub integration, Security Hub for dependency risk analysis, and a credit-based pricing architecture to enable scalable SaaS monetization.
- Raised early pre-seed capital on the strength of a business case built from partner adoption evidence, funding 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

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