

SAHIL SAPRA

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

PRODUCT MANAGER | AI PRODUCTS SHIPPED END TO END

Product manager who has shipped products end to end and who surfaces the workflow that matters by watching people do their work rather than working from a requirements spec. Ran comparative analysis of legacy and next-generation systems, delivered structured gap assessments that exposed functional and performance inefficiencies, and turned those workflow gaps into a prioritized roadmap that moved 75 enterprise customers across competing platforms with zero operational downtime. Gets results through teams that do not report to him: drove enterprise-wide adoption of a release control platform, rebuilt it around the friction real users hit, and lifted feature release frequency 400%. Hands-on with AI models and agentic systems as a builder rather than a reviewer: founded SpecHawk, an AI-powered deploy-aware no-code agentic QA platform, and grounded an AI test case generator in retrieval-augmented generation over roughly 2,000 of the team’s own ticket-to-test conversions. Runs direct customer discovery with four design partners looped weekly on real usage, and partners across engineering, QA, cloud platforms and executive leaders to ship and monitor product performance. Works in TypeScript, Node.js, Python and Java across product strategy, platform integration, and software delivery.

TECHNICAL PROFICIENCIES

AI Models & Agentic Systems: Large Language Models, Agentic Workflows, Retrieval-Augmented Generation (RAG), Dense Embeddings, Weaviate, Claude Code, Cursor, Codex, GitHub Copilot, Amazon Q Developer, Replit, Lovable, Google Stitch

Product Strategy & Roadmap: Jira, Confluence, Aha!, Agile/Scrum, Roadmap Prioritization, Gap Assessments, Acceptance Criteria, Prioritized Requirements, Specifications, Technical Writing

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

Customer Data, Insights & Performance Monitoring: Snowflake SQL, Snowflake, Tableau, PowerBI, Product Analytics, Data Modeling, Big Data, New Relic, Observability, ETL Data Injection

SaaS Product Development Lifecycle: Agile/Scrum, Jira, Confluence, Requirements & Acceptance Criteria, Bitbucket, Git, AWS CodePipeline

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

Release Control & Governance: LaunchDarkly, Feature Flags, CI/CD Pipelines, Deployment Decoupling, Dependency Risk Analysis

AREAS OF EXPERTISE

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| • Product Discovery & Validation | • Agentic Systems & AI Workflows | • Discovery Inside Large Enterprises |
| • Shipping Products End to End | • Product Portfolio & Roadmap Strategy | • Gap Assessment & Feature Parity |
| • AI Product Strategy & Vision | • Influence Across Partner Teams | • Large Language Models & RAG |

PROFESSIONAL EXPERIENCE

CAMP Systems International Inc., Charlotte, NC Technical Product Manager & Business Analyst II (2025 – 2026) Owned product decisions for a next-generation aviation platform and its workflows, ran discovery alongside the people doing the work, and delivered through teams that did not report to him. - Owned the enterprise migration roadmap end to end, onboarded 75 customers from competing FBO platforms to TFBO Next-Gen, and sustained 104% YoY ARR growth over two consecutive years. - Directed QA resource planning and the automated testing strategy that raised test coverage from 62% to 81%, trading breadth of coverage against confidence in each individual result while holding enterprise-grade release stability and regression quality assurance. - Owned the product side of an infrastructure migration 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% and eliminate enterprise system timeouts. - Directed a feature parity program for TFBO Next-Gen through influence without authority over engineering, translating workflow gaps into prioritized requirements, acceptance criteria and migration sequencing so 75 enterprise customers moved with zero operational downtime. - Ran discovery alongside enterprise customers on competing FBO platforms, surfaced the workflow gaps that would break live operations, and carried them into the roadmap rather than a requirements spec. - Removed a two-week onboarding bottleneck by automating the data injection ETL rather than asking for headcount, taking capacity from over two weeks per customer to three customers per day and making the 75-customer program feasible. - Optimized engineering delivery velocity through AI-driven workflow integration to accelerate the redesign and release of the Invoicing module by five months and reduce customer churn significantly.	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.

- Drove enterprise-wide adoption of LaunchDarkly, a release control platform, through teams that did not report to him, modernized CI/CD pipelines, decoupled deployment from release cycles, and increased feature release frequency by 400%.
- Shipped a LaunchDarkly API-based JavaScript web application built in Cursor from watching how people actually ran releases rather than from a spec, centralizing feature flag monitoring and release control and cutting team OPEX by 7%.

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.

- Replaced 25 separate weekly revenue emails to the CEO of a top-two enterprise account with a single dynamic PowerBI digest covering cumulative revenue and per-location drill-down, verifying every figure against raw Snowflake data before it reached an executive inbox.
- Partnered with four major accounting platforms and two loyalty/rewards programs to integrate them into FBO360, expanding product ecosystem capabilities and enabling new customer acquisition and market penetration.
- Supported enterprise aviation ERP product operations by collaborating with cross-functional engineers, QA, and stakeholders to enhance system reliability, scalability, and user experience across FBO360 deployments.

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

Shipped an AI-powered, deploy-aware no-code agentic QA platform end to end, where the agent discovers and maps staging environments, generates test cases, orchestrates execution, validates Jira tickets, and returns screenshot evidence. The product started from watching QA teams work rather than a requirements spec, and integrates environment discovery, test orchestration, and defect validation 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, a developer CLI, and a credit-based pricing architecture to enable scalable SaaS monetization.
- Recruited four enterprise design partners and looped them weekly on real scheduled usage rather than demo enthusiasm, shipping what those sessions surfaced into the V2 and V3 builds.
- 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)

CERTIFICATIONS

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| • Cloud & Platform Integration Partners | • Cross-Functional Product Delivery | • AWS Certified Cloud Practitioner |
| • Release Governance & Dependency Risk | • Product Analytics & Data Analysis | • Weaviate Vector Databases Professional |