

SAHIL SAPRA

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[Adobe Hiring Team](#)

Re: Product Manager, International Strategy & Product Management

The line in your posting about validating end-to-end use cases and workflows to surface gaps is the work I have spent two years doing. At CAMP Systems I owned the migration of 75 enterprise customers off competing platforms onto TFBO Next-Gen. Before moving anyone I ran a comparative analysis of the legacy and next-generation systems and wrote structured gap assessments, and what came back was uncomfortable: several workflows that worked fine for one segment of customers would have broken live aviation operations for another. I told leadership and the customers the specific gaps, stood up a feature parity program, and re-sequenced the migrations around what was actually ready. All 75 moved with zero operational downtime and zero churn on a forced platform change, and ARR grew 104% year over year, two years running. Finding where a product quietly fails for a group it was not designed around is the same exercise whether the group is defined by segment or by market.

On AI I build rather than commission. I wrote a test case generator grounded in retrieval-augmented generation over roughly 2,000 of our own ticket-to-test conversions, using dense embeddings against a vector index so the output followed our house conventions instead of generic ones and improved as the corpus grew, with no retraining. Most of that work was not the generation. It was judging output quality against a house standard and iterating prompts and retrieval until it held. It was part of taking test coverage from 62% to 81% without giving up release stability. I then founded SpecHawk, an AI-powered deploy-aware agentic QA platform that maps a staging environment, writes and runs test specs, and validates Jira tickets. Four enterprise design partners, a \$100K pre-seed, and weekly partner loops where I measure real scheduled usage rather than demo enthusiasm. I work in Claude Code and Cursor daily and in TypeScript, Node.js, Python and Java.

Two gaps, stated plainly rather than left for you to find. I have not worked on international market strategy, and I do not speak Portuguese or Spanish, so the LATAM preference is not something I meet. My customer work has been enterprise B2B in aviation software and SaaS engineering teams, not consumer. What I would bring on day one is the discipline underneath the role: building product strategy from user and usage data rather than opinion, validating the whole workflow before committing a roadmap, and partnering with engineering, QA, marketing and executive stakeholders to get it out and then watch how it performs. I am in Charlotte today and willing to relocate to San Jose. I work in the United States without sponsorship, now and in the future. Thank you for your consideration.

Sincerely,

[Sahil Sapra](#)