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BUSINESS SYSTEMS ANALYST & PRODUCT MANAGER | REVENUE SYSTEMS & AI AGENTS

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[LangChain GTM Systems Hiring Team](#)

I am applying for the Business Systems Analyst, GTM Systems role. The line that made me open a document instead of closing the tab: you write the specification, engineers and agents build from it, and nothing ships without your sign-off. That is the shape of the last four years for me, and I should say up front where it differs from yours. My primary platform has been an enterprise aviation ERP, not Salesforce.

What transfers is program ownership at the working level. At CAMP Systems I was the single accountable owner of a migration that moved 75 enterprise customers off competing platforms onto TFBO Next-Gen, negotiating the commitments myself across engineering, QA, marketing and executive leadership. Partway through I found feature gaps that would break live aviation operations if those customers moved on the original schedule. I named the specific gaps to leadership and to the customers, ran a feature parity program, and re-sequenced the plan rather than defend a date. All 75 moved with zero operational downtime and zero churn on a platform change none of them chose, and ARR grew 104% year over year two years running. The onboarding math only worked because I automated the data injection ETL instead of asking for headcount, which took capacity from two weeks per customer to three customers a day.

The revenue data integrity part of your posting is the work I like most. Our second largest account had a CEO receiving 25 separate weekly revenue emails from his location managers. Engineering had no bandwidth, so I built a dynamic PowerBI digest with cumulative revenue and per location drill down, and verified every figure against raw Snowflake data before it reached an executive inbox. The same instinct applies to anomalies: when enterprise customers hit timeouts, the room wanted more infrastructure, and I traced request level timing to synchronous retrieval paths with no caching. Leading the move to domain driven microservices cut data retrieval latency 68% and cost less than the hardware everyone wanted to buy. Knowing which design calls carry weight is mostly a habit of tracing a symptom back to the thing that actually wrote it.

On agents I build rather than review. I founded SpecHawk, an agentic QA platform where the agent maps a staging environment, generates and executes test cases and returns screenshot evidence, and I grounded its generator in RAG over roughly 2,000 of our own ticket to test conversions so output followed house conventions. Earlier, LaunchDarkly was flag centric while our workflow was release centric and the seats were expensive, so I built a governance web app against their API in Cursor and cut team OPEX 7%. Nobody filed a ticket for either one.

Where I am thinner is Salesforce depth. I have not run CPQ, territory routing or quote to cash as an admin or architect, and I would be reading Flows and data models with your engineers before I trusted my own judgment on them. What I would bring on day one is the requirements and quality gate half of this job, the willingness to say no to an executive with the alternative already drafted, and enough systems literacy to notice which picklist rename is about to break something downstream. I am in Charlotte today and would relocate for this.

Sincerely,
[Sahil Sapra](#)