

SAHIL SAPRA

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BUSINESS SYSTEMS ANALYST | REVENUE SYSTEMS & AI AGENTS

Business systems and product manager who turns unclear revenue-team needs into shipped process and systems change in the real world. Runs discovery across engineering, QA, marketing and executive leadership, and delivers gap assessments, process flows and data models with a clear problem statement, detailed for engineers to build from without a second conversation, then holds the quality bar on what ships. Leading a multi-quarter program as the single accountable owner, moved 75 enterprise customers with zero operational downtime and 104% YoY ARR growth over two consecutive years. Brings technical depth to the judgment calls: traces anomalies back to the automation that wrote them and catches downstream failure modes before they break live operations. Hands-on with AI agents 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. Works in TypeScript, Node.js, Python and Java across product strategy, platform integration, and software delivery.

TECHNICAL PROFICIENCIES

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

Revenue Data, Analytics & Integrity: Snowflake SQL, Snowflake, Tableau, PowerBI, Product Analytics, Data Modeling, Big Data, New Relic, Observability, ETL Data Injection

Release Control & Change Management: LaunchDarkly, Feature Flags, Agile/Scrum, Bitbucket, Git, AWS CodePipeline, Regression Quality Assurance, Automated Testing

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

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

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

AREAS OF EXPERTISE

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| • Business Systems Analysis | • Process Design & Change Management | • Cross-Functional Stakeholder Alignment |
| • Requirements, Specifications & Acceptance Criteria | • Data Models & Technical Solution Design | • Revenue Data Integrity & Analytics |
| • Multi-Quarter Program Ownership | • Intake & Prioritization Models | • Agentic Systems & AI Workflows |

PROFESSIONAL EXPERIENCE

CAMP Systems International Inc., Charlotte, NC2024 – 2026

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

Owned the requirements, the intake and prioritization of enhancement requests, and the release quality bar for a next-generation aviation platform: ran discovery, turned gaps into prioritized requirements, process flows, data models and clear acceptance criteria.

- Owned a multi-quarter business systems program end to end as the single accountable owner across engineering, QA, marketing and executive leadership, onboarding 75 customers from competing FBO platforms to TFBO Next-Gen and sustaining 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%.
- Traced enterprise system timeouts back to synchronous retrieval paths rather than the capacity everyone assumed, then owned the product side of the migration from a legacy monolith to a domain-driven microservices architecture (Java, Spring Boot, TypeScript, Angular) with reusable RESTful APIs, caching and lazy loading, reducing data retrieval latency by 68%.
- Directed a feature parity program for TFBO Next-Gen through influence without authority over engineering, translating workflow gaps into prioritized requirements, data models, acceptance criteria and migration sequencing so 75 enterprise customers moved with zero operational downtime.
- Re-sequenced the program mid-flight after finding feature gaps that would break live aviation operations, named them to leadership and customers before being asked, and still delivered all 75 migrations with zero downtime and zero churn on a forced platform change.
- 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 per day and making the 75-customer program feasible.
- Accelerated the redesign and release of the Invoicing module by five months through AI-driven workflow integration.

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.

- Led enterprise-wide adoption of LaunchDarkly, a release control platform, modernized CI/CD pipelines, decoupled deployment from release cycles, and increased feature release frequency by 400%, delivering the change into a release process another team owned.
- Found the friction and started the project without a ticket: developed and deployed a LaunchDarkly API–based JavaScript web application in Cursor, enabled centralized feature flag monitoring and release 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-driven product improvements through continuous enhancement cycles to optimize ERP workflows and align with aviation industry operational requirements.

- Protected revenue data integrity for a top-two enterprise account by replacing 25 separate weekly revenue emails to the CEO 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.
- Spearheaded platform 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.
- 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. (speechhawk.ai)

2026

Head of Product

Directed development of an AI-powered, deploy-aware no-code agentic QA platform for SaaS applications, where the agent discovers and maps staging environments, generates test cases, orchestrates execution, validates Jira tickets, and returns screenshot evidence. Engineered end-to-end QA workflow automation and improved deployment confidence by integrating 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 ran weekly loops measuring real scheduled usage rather than demo enthusiasm, using that signal to decide what the engineering and AI agent build capacity worked on next.
- 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

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