

SAHIL SAPRA

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PRODUCT MANAGER | AI & AUTOMATION FOR AGENT WORKFLOWS AT SCALE

Product manager who builds data-driven product strategy from customer, usage, and market insights, then validates the end-to-end use cases and workflows behind it until the gaps are visible. Delivered structured gap assessments comparing legacy and next-generation systems, and turned those workflow gaps into a prioritized roadmap that moved 75 enterprise customers with zero operational downtime. Designs for scale through automation, taking enterprise onboarding from over two weeks per customer to three per day, and drove operational excellence in release quality, raising test coverage from 62% to 81%. Hands-on with 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 so output followed house conventions. Builds internal tooling that people adopt, and partners across engineering, QA, design, marketing, and executive leaders to deliver and monitor product performance. Works in TypeScript, Node.js, Python and Java across product strategy, platform integration, and software delivery.

TECHNICAL PROFICIENCIES

AI, Agentic Systems & Automation: 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

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

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

Internal Tooling & Workflows: Jira, Confluence, LaunchDarkly, Requirements & Acceptance Criteria, Bitbucket, Git, AWS CodePipeline

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

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

AREAS OF EXPERTISE

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|--------------------------------------|---|--|
| • AI & Automation Product Strategy | • Operational Excellence & Efficiency | • Workflow Gap Assessment & Feature Parity |
| • Agentic Systems & AI Workflows | • Data-Driven Roadmap Strategy | • Customer Discovery & Validation |
| • Internal Tooling & Agent Workflows | • Product Analytics & Customer Insights | • Cross-Functional Product Delivery |

PROFESSIONAL EXPERIENCE

CAMP Systems International Inc., Charlotte, NC Technical Product Manager & Business Analyst II (2025 – 2026) Drove product strategy and roadmap for a next-generation aviation platform, built a clear picture of the workflows customers and internal agents relied on, and partnered with engineering, QA, design and business leaders to deliver with data-informed conviction. - 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. - Drove operational excellence in QA resource planning and the automation strategy that raised test coverage from 62% to 81%, trading breadth of coverage against confidence in each result while holding enterprise-grade release stability and regression quality. - Owned the product side of an infrastructure migration from a legacy monolithic aviation platform to a domain-driven microservices architecture built for scale 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. - Resolved ambiguity across 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. - Executed enterprise customer migration strategy, onboarded 75 customers from competing FBO platforms to TFBO Next-Gen, and sustained 104% YoY ARR growth over two consecutive years. - Designed for scale through automation, removing a two-week onboarding bottleneck by automating the data injection ETL rather than asking for headcount, taking capacity to three customers per day and putting the 75-customer program within reach. - Improved engineering delivery efficiency through AI-driven workflow automation 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.

- Led enterprise-wide adoption of LaunchDarkly, a release control platform, modernized CI/CD workflows, decoupled deployment from release cycles, and increased feature release frequency by 400%.
- Designed and shipped internal tooling on the LaunchDarkly API, a JavaScript web application built in Cursor that gave the team 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.

- 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.
- 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 partnering with cross-functional engineers, QA, and business stakeholders to improve system reliability, scalability, and usability across FBO360 deployments.

Business Intelligence Intern (2022)

Enabled data-informed product decisions through interactive dashboards, data modeling, and analysis that turned raw usage data into actionable insights for product and business stakeholders.

- Engineered seven Tableau dashboards leveraging Snowflake SQL data across four customer-facing applications to enable advanced product analytics, surface usage insights, 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 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 built for scale.

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