

SAHIL SAPRA

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

PRODUCT MANAGER | B2B ENTERPRISE SAAS PLATFORMS

August 19, 2026

Copperleaf Hiring Team

I am applying for the Senior Product Manager role at Copperleaf. The work as written is enterprise product management at the harder end: discovery across a large installed base, requirements and acceptance criteria that engineering can actually build against, a roadmap that survives contact with 12 to 24 month sales cycles, and enough time on customer sites to know what the software is really used for. That is the shape of what I have been doing for four years, in aviation rather than utilities.

At CAMP Systems I owned the migration of 75 enterprise accounts off competing FBO platforms onto TFBO Next-Gen. I ran discovery account by account and found workflow gaps that would have broken live airport operations for several of them if we moved on the original schedule. I told leadership and the affected customers exactly what was missing, ran a feature parity program against it, and re-sequenced the migrations. All 75 moved with zero operational downtime and zero churn on a forced platform change, and ARR grew 104% year over year for two years running. One constraint made it possible: onboarding a single customer took over two weeks of manual ETL, which for 75 customers is roughly three years. Rather than ask for headcount I drove automation of the data injection, taking us from two weeks per customer to three per day.

The discovery and go-to-market half I have also run from zero. At SpecHawk I built an agentic QA platform, scoped the MVP down to the smallest slice that could produce a trustworthy test run on a design partner's real application, and ran weekly loops with four enterprise design partners, measuring scheduled usage rather than demo enthusiasm. I designed the credit-based pricing architecture and raised a \$100K pre-seed on it. Before that, at World Kinect, I integrated four accounting platforms and two loyalty programs into FBO360 to open new customer acquisition.

Where I am thinner is utilities regulation, so FERC, EPA, Ofgem and AEMO would be new to me, and I have not produced formal investment business cases as standalone artifacts, though the migration program and the pricing model both required me to defend spend against a return. Aviation maintenance is regulated and capital-heavy, and I would expect the reasoning to carry more than the specific rules do. I would like to hear how much of the roadmap is set by what the customer base already asks for versus where you think the market is going.

Sincerely,
[Sahil Sapra](#)