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Hiring Team

Remote

Re: Product Manager, Contractor Management

Dear Dear Remote Hiring Team,

I'm applying for the Product Manager role on Remote's Contractor Management team. I build with Cursor and Claude Code rather than just writing specs, and I've run a 75-customer platform migration end to end — surfacing gaps, sequencing delivery, and shipping through a team of engineers and QA — which maps closely to how Remote pairs product ownership with hands-on execution.

At CAMP Systems I owned migration of 75 enterprise customers onto a new platform — a program that was mathematically infeasible at the existing pace. Rather than requesting headcount, I automated the data-injection ETL myself, taking onboarding from two-plus weeks per customer to three a day, and grounded an AI test-case generator in RAG over ~2,000 of our own ticket-to-test conversions using Cursor and Claude Code. All 75 customers migrated with zero downtime and zero churn, and the program fed 104% YoY ARR growth for two straight years.

I also found feature gaps that would have broken live operations for some customers if migrated on the original schedule; I chose to tell leadership and customers directly, re-sequence the rollout, and flag slips before being asked — the trust that built is why the migration closed at zero churn. As founder of SpecHawk, an AI-powered QA platform, I've run the same discipline solo: weekly design-partner loops with four teams, real usage over demo enthusiasm, and \$100K pre-seed raised to keep building.

Remote's model of pairing product ownership with hands-on build-and-ship execution is exactly how I like to work, and I'd welcome the chance to discuss the Contractor Management roadmap. Thank you for your consideration. Sahil Sapra

Sincerely,

Sahil Sapra