

SAHIL SAPRA

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TECHNICAL PROGRAM MANAGER | CROSS-FUNCTIONAL PROGRAMS, PROCESS & SYSTEMS

Technical program manager who runs cross-functional initiatives from definition through delivery, across process, data, systems, and the teams who have to live with the change. Owned a 75-customer enterprise migration program whose process side and systems side never stayed separate: sequenced the work across engineering, QA, and go-to-market, re-ordered the rollout around gaps that would have broken live operations, and moved every customer with zero operational downtime while ARR grew 104% YoY two years running. Treats operational excellence as an ongoing practice rather than a destination, and automated a data injection ETL that took onboarding from over two weeks per customer to three customers per day rather than asking for headcount. Acts as the bridge between business stakeholders and the engineers who build the systems, translating requirements in both directions, and drove org-wide adoption of new tooling through influence without authority, raising release frequency 400%. Reads the data himself in Snowflake SQL, Tableau and PowerBI to check where a program actually stands. Founded SpecHawk, an AI-powered deploy-aware no-code agentic QA platform, and works in TypeScript, Node.js, Python and Java.

TECHNICAL PROFICIENCIES

Program Management Practices & Tooling: Jira, Confluence, Aha!, Agile/Scrum, Roadmap Prioritization, Migration Sequencing, Gap Assessments, Prioritized Requirements, Acceptance Criteria, Technical Writing

Data, Reporting & Program Measurement: Snowflake SQL, Snowflake, Tableau, PowerBI, Product Analytics, Data Modeling, Big Data, New Relic, Observability, ETL Data Injection

Systems & Release Operations: LaunchDarkly, Feature Flag Governance, RESTful APIs, CI/CD, Accounting Platform Integrations

AI & 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

SaaS Product Development Lifecycle: Agile/Scrum, Jira, Confluence, 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

AREAS OF EXPERTISE

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| • Technical Program Management | • Change Management & Adoption | • Operational Excellence |
| • Cross-Functional Program Delivery | • Influence Without Authority | • Revenue Operations Analytics |
| • Process & Systems Redesign | • Program Plans & Dependencies | • Executive Reporting & Communications |

PROFESSIONAL EXPERIENCE

CAMP Systems International Inc., Charlotte, NC2024 – 2026

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

Led cross-functional programs spanning process, data, and systems for a next-generation aviation platform, owned the plan and sequencing across engineering, QA, and go-to-market teams, and gave leadership candid reporting on progress, decisions, and risks.

- Owned the enterprise migration program end to end, onboarded 75 customers from competing FBO platforms to TFBO Next-Gen, and sustained 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%, trading breadth of coverage against confidence in each individual result while holding enterprise-grade release stability and regression quality assurance.
- Owned the process and systems sides of an infrastructure migration from a legacy monolithic aviation platform to a domain-driven microservices architecture 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.
- Directed 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.
- Managed change across that rollout: named the gaps to leadership and customers up front, re-sequenced migrations around them, and communicated slips early, so a forced platform change landed with zero churn.
- 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 customers per day and making the 75-customer program feasible.
- Optimized engineering delivery velocity through AI-driven workflow integration to accelerate the redesign and release of the Invoicing module by five months and reduce customer churn significantly.

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, coordinating the work across product, engineering, and release teams.

- Led enterprise-wide adoption of LaunchDarkly, a release control platform, through influence without authority, modernized CI/CD pipelines, decoupled deployment from release cycles, and increased feature release frequency by 400% after rebuilding the rollout around how engineers actually worked rather than around my own mental model.
- 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)

Drove data-driven process 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 operations by coordinating across engineers, QA, and business stakeholders to enhance system reliability, scalability, and user experience across FBO360 deployments.

Business Intelligence Intern (2022)

Assisted 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. (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.

- 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 discovery loops measuring real scheduled usage rather than demo enthusiasm, turning what they hit into the next increment of the roadmap.
- 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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| • Risk, Blocker & Escalation Management | • Atlassian Agile PM Professional | • AWS Certified Cloud Practitioner |
| • Requirements Translation for Engineers | • ICAgile Certified Professional | • Aha! Product Management Professional |