

SAHIL SAPRA

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[Remote Hiring Team](#)

Re: Senior Product Manager, Remote Build

I am applying for the Senior Product Manager role on Remote Build. The integrations work in this posting is the part of my history I would pick out first. At World Kinect I spearheaded the integrations that connected four major accounting platforms and two loyalty/rewards program partners into FBO360, which is where I learned that the hard part is never the endpoint, it is the data mapping underneath it and the fact that every partner models the same entity slightly differently. That work expanded what the product ecosystem could sell into and opened new customer acquisition. The technical discovery for each one was mine to run, with the partner on one side and our engineering team on the other.

Getting the data right across a lot of moving systems is the other half of your posting, and it is what I spent most of my time on at CAMP Systems. Onboarding one enterprise customer onto TFBO Next-Gen took over two weeks of manual ETL, and I owned a 75-customer program, which sequentially was roughly three years of work and therefore not a plan. I automated the data-injection ETL and the customer data mapping instead of asking for headcount, moving capacity to three customers per day, and all 75 migrated with zero operational downtime while ARR grew 104% year over year. Earlier I had traced enterprise timeouts on our legacy monolith to synchronous retrieval with no caching rather than to capacity, which is what consensus said, and the domain-driven microservices rewrite that followed cut data retrieval latency 68%. On the Cursor and Claude Code requirement, I build with both: I wrote a LaunchDarkly API-based web application in Cursor because their dashboard was flag-centric and our workflow was release-centric, and it cut team OPEX 7%.

I should name the gap rather than let you find it. I have four years in product management, my integrations experience is spread across roles instead of being the single line on my resume you would want for a senior integrations PM, and I have no payroll, EOR or HRIS background. What I am not coming in to learn is partner API design, data mapping, migration sequencing, or how to keep a platform honest when the numbers land in front of a customer. I am in Charlotte, the role is remote in the Americas, I work without sponsorship, and I can start Monday 31 August 2026. I would welcome the chance to talk. Thank you for your consideration.

Sincerely,

[Sahil Sapra](#)