

SAHIL SAPRA

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

SENIOR BUSINESS SYSTEMS ANALYST | ERP & ENTERPRISE PLATFORM INTEGRATIONS

Business systems analyst and product manager with hands-on experience designing, delivering and supporting enterprise system solutions across aviation B2B SaaS and ERP platforms. Owns requirements end to end: conducted comparative analysis of legacy and next-generation systems, delivered structured gap assessments that exposed functional and performance inefficiencies, and translated workflow gaps into prioritized requirements, acceptance criteria and migration sequencing that moved 75 enterprise customers with zero operational downtime. Developed the business requirements and data mapping for integrations connecting four accounting platforms and two loyalty/rewards programs into the FBO360 ERP. Directed QA resource planning and automation strategy that improved test coverage from 62% to 81%, defining the acceptance criteria and functional testing behind each release. Writes the clear documentation people actually read: functional designs, data mapping and test cases.

TECHNICAL PROFICIENCIES

Business Systems Analysis & Requirements: Jira, Confluence, Aha!, Agile/Scrum, Requirements & Acceptance Criteria, Functional Design, Gap Assessments, Specifications, Technical Writing

ERP, Accounting & Integration Platforms: FBO360 Aviation ERP, Accounting Platform Integrations, REST, Swagger, Postman, GraphQL, API Gateway, Microservices, ETL Data Injection

Data, Reporting & Analytics: Snowflake SQL, Snowflake, Tableau, PowerBI, Data Modeling, Product Analytics, Big Data, MySQL, PostgreSQL, Redis

Quality Assurance, Testing & Validation: Functional Testing, Test Case Generation, Test Coverage, Regression Quality Assurance, QA Automation, Defect Validation, New Relic, Observability

Delivery & Release Management: Bitbucket, Git, AWS CodePipeline, LaunchDarkly, Feature Flags, Release Automation, CI/CD Modernization

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

Cloud & Infrastructure: AWS (ECS, Lambda, IAM, S3, VPC, API Gateway, CloudWatch, Secrets Manager), Azure, Google Cloud Platform (GCP), Docker, Terraform, Railway, Vercel

AREAS OF EXPERTISE

- | | | |
|--|--|--|
| • Business Systems Analysis & Design | • ERP & Accounting Platform Integrations | • Gap Assessment & Feature Parity |
| • Requirements Gathering & Documentation | • Enterprise Software Implementation | • Workflow Automation & Operational Excellence |
| • Functional Design & Data Mapping | • QA, Functional Testing & Acceptance Criteria | • Strategic Roadmap Planning |

PROFESSIONAL EXPERIENCE

CAMP Systems International Inc., Charlotte, NC2024 – 2026

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

Partnered between IT and the business on a next-generation aviation platform, owning requirements gathering, functional design, documentation and end-to-end user testing across enhancement requests, and aligning delivery across engineering, QA and go-to-market stakeholders.

- 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.
- Directed QA resource planning and the automated testing strategy that raised test coverage from 62% to 81%, defining acceptance criteria and functional testing that validated each release against business requirements and held regression quality assurance.
- Owned the business requirements and functional design for the transition from a legacy monolithic aviation platform to a domain-driven microservices architecture, implementing reusable RESTful APIs, caching and lazy loading in Java, Spring Boot and Angular to reduce data retrieval latency by 68% and eliminate enterprise system timeouts.
- Translated workflow gaps into clear functional requirements, acceptance criteria and migration sequencing for a feature parity program, driving it through influence without authority over engineering so 75 enterprise customers moved with zero operational downtime.
- Conducted comparative analysis of legacy and next-generation systems, delivering structured gap assessments that exposed functional and performance inefficiencies and documenting current-state and future-state workflows.
- Delivered scalable automation of the data injection ETL rather than asking for headcount, taking onboarding capacity from over two weeks per customer to three customers per day.
- 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.

- Led enterprise-wide adoption of LaunchDarkly, a release control platform, modernized CI/CD pipelines, decoupled deployment from release cycles, and increased feature release frequency by 400%.
- Designed and deployed a LaunchDarkly API-based JavaScript web application in Cursor, a hands-on build that 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)

Enabled data-driven system improvements through continuous enhancement cycles to optimize ERP workflows and align them with aviation industry operational requirements.

- Developed the business requirements and data mapping for integration initiatives connecting four major accounting platforms and two loyalty/rewards programs into the FBO360 ERP, expanding product ecosystem capabilities and enabling new customer acquisition and market penetration.
- Supported enterprise aviation ERP operations by partnering with cross-functional engineering, QA and business stakeholders, holding a holistic view of workflows, users and data to anticipate the functional impact of configuration and reporting changes across FBO360 deployments.
- 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.

Business Intelligence Intern (2022)

Assisted in 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. (speechhawk.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.

- Secured four strategic design partners to validate product-market fit and accelerate early adoption across SaaS engineering teams.
- 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.
- 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

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