

Sahil Sapra

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Hiring Team

Justworks

Re: Product Manager, Time Global

Dear Dear Justworks Hiring Team,

I'm writing to apply for the Product Manager, Time Global role. As a technical product manager who led an enterprise migration moving 75 customers to a new platform with zero downtime, I'm drawn to translating country-specific requirements into a scalable roadmap and partnering with stakeholders across engineering, data, and business teams to grow international reach.

At CAMP Systems, I owned the roadmap for migrating 75 enterprise customers off legacy platforms onto a next-generation system. Early discovery surfaced feature gaps that would have broken live operations for some customers under the original schedule. I flagged the specific gaps to leadership and customers, ran a feature-parity program that translated each gap into prioritized requirements, acceptance criteria, and re-sequenced migrations. All 75 customers moved with zero downtime and zero churn, and the platform sustained 104% YoY ARR growth for two years running.

I also removed a two-week manual onboarding bottleneck by automating the data-injection ETL myself, taking capacity from one customer every two weeks to three customers a day, which made the 75-customer program mathematically possible without added headcount. More recently, I founded SpecHawk, an AI-powered QA platform, where I built a retrieval-augmented test-case generator grounded in roughly 2,000 real ticket-to-test conversions - hands-on technical depth I'd bring to sequencing Time Global's roadmap and partnering closely with engineering.

I'd welcome the opportunity to bring this blend of enterprise migration discipline, data-driven roadmap sequencing, and cross-functional stakeholder work to the Time Global team. Thank you for your consideration - I look forward to discussing how I can contribute. Sincerely, Sahil Sapra

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Sahil Sapra