

SAHIL SAPRA

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PRODUCT MANAGER | DEVELOPER PLATFORM & API PRODUCTS

Results-driven product manager with hands-on experience owning platform products across API development, microservices architecture, cloud infrastructure, and AI-enabled developer workflows. Treats infrastructure as product: led the transition from a legacy monolith to a domain-driven microservices architecture with reusable RESTful APIs, caching and lazy loading that cut data retrieval latency by 68% and eliminated enterprise system timeouts, and built internal developer tooling that gave engineering teams centralized monitoring and control. Proven record of enterprise software implementation at scale, migrating 75 enterprise customers with zero operational downtime while sustaining 104% YoY ARR growth. Delivers major platform enhancements ahead of schedule, with CI/CD modernization and feature flag release control that decoupled deployment from release and increased feature release frequency by 400%. Applies data-driven decision making, product analytics and meticulous technical writing to turn technical requirements into scalable solutions, working across engineering, QA, design and executive leadership.

TECHNICAL PROFICIENCIES

API Development: REST, Swagger, Postman, GraphQL, Apigee, API Gateway, Microservices, Caching, RxJS Observables
Cloud & Infrastructure: AWS (ECS, Lambda, IAM, KMS, S3, VPC, API Gateway, CloudWatch, Systems Manager, Secrets Manager), Azure, Google Cloud Platform (GCP), CloudFormation, Docker, Terraform, MySQL, PostgreSQL, Redis, Railway, Vercel
CI/CD & DevOps: Bitbucket, Git, AWS CodePipeline, LaunchDarkly, New Relic, Observability, Release Automation, Feature Flags
Languages & Frameworks: TypeScript, Python, Angular, React, Next.js, Java, Spring Boot, NestJS, Node.js
Tools: Cursor, Claude Code, Codex, GitHub Copilot, Amazon Q Developer, Replit, Lovable, Google Stitch, Jira, Confluence, Tableau, Snowflake

AREAS OF EXPERTISE

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|-------------------------------------|----------------------------------|--------------------------------------|
| • Developer Platform & API Products | • AI-Enabled Developer Workflows | • CI/CD & Release Management |
| • Scalable System Architecture | • Product Lifecycle Management | • Enterprise Software Implementation |
| • Cloud Infrastructure Optimization | • Technical Program Leadership | • Data-Driven Decision Making |

PROFESSIONAL EXPERIENCE

CAMP Systems International Inc., Charlotte, NC 2024 – 2026

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

Owned the platform layer of a next-generation enterprise aviation product, from API and service architecture through quality engineering, scaling automated testing frameworks and improving QA efficiency across cross-functional delivery pipelines. Accelerated product development cycles using AI-enabled productivity tools to enhance developer throughput and deliver major platform enhancements ahead of schedule.

- Executed enterprise customer migration strategy, onboarded 75 customers from competing FBO platforms to TFBO Next-Gen, and sustained 104% YoY ARR growth over two consecutive years.
- Conducted comparative analysis of legacy and next-generation systems, while delivering structured gap assessments that exposed key functional and performance inefficiencies and supported data-driven product roadmap prioritization.
- Directed a feature parity program for TFBO Next-Gen by translating workflow gaps into prioritized requirements, acceptance criteria, and migration sequencing, enabling 75 enterprise aviation customers to transition with zero operational downtime.
- Engineered API-based microservices architecture, streamlined inter-service communication, and reduced system latency to enhance scalability, responsiveness, and overall platform efficiency.
- Led the transition from a legacy monolithic aviation platform to a domain-driven microservices architecture using Java, Spring Boot, TypeScript, and Angular, implementing reusable RESTful APIs, caching, RxJS observables, and lazy loading to reduce data retrieval latency by 68% and eliminate enterprise system timeouts.
- 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.
- Directed QA resource planning and automation strategy execution that improved test coverage from 62% to 81%, enterprise-grade release stability, and regression quality assurance.

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%.
- Developed and deployed a LaunchDarkly API-based JavaScript web application using Cursor, giving engineering teams a centralized dashboard for feature flag monitoring and control, reducing subscription costs, and achieving a 7% reduction in team OPEX.

World Kinect, Miami, FL

2022 – 2024

IT Business Analyst (2023 – 2024)

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

- Supported enterprise aviation ERP product operations by collaborating with cross-functional engineering, QA, and stakeholders to enhance system reliability, scalability, and user experience across FBO360 deployments.
- Spearheaded 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.

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. (spechawk.ai)

2026

Head of Product

Directed development of an AI-powered, deploy-aware no-code agentic QA platform for SaaS applications, enabling automated staging environment mapping, test case generation, test execution, Jira ticket validation, screenshot evidence, and scheduling for release quality assurance. 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

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