

SAHIL SAPRA

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Glance Hiring Team

Re: Product Analyst II, Bangalore

I am applying for the Product Analyst II role. Owning analytics work end to end, dashboard development through to the automation that keeps the numbers current, is what I have spent four years doing, most of it under a business analyst title. At CAMP Systems I was Technical Product Manager and Business Analyst II, which in practice meant running comparative analysis of the legacy and next-generation aviation platforms and delivering the gap assessments that decided what got built first. That analysis fed a feature parity program detailed enough that 75 enterprise customers moved with zero operational downtime, and ARR grew 104% year over year for two years running.

The dashboard record starts earlier. As a BI intern at World Kinect I engineered seven Tableau dashboards on Snowflake SQL data across four customer-facing applications, uncovered the usage patterns behind churn, and cut customer attrition 28%. Later, an enterprise CEO with 25 airport locations was receiving 25 separate revenue emails a week from his site managers. Engineering had no bandwidth for it, so I built a dynamic Power BI digest instead, cumulative revenue with per-location drill-down, auto-delivered every Sunday, and reconciled every figure against raw Snowflake data before it reached his inbox. Twenty-five messy emails became one verified report at zero engineering cost.

Reporting that runs itself matters more to me than reporting that looks good once. Onboarding a single enterprise customer at CAMP took over two weeks of manual ETL and I had 75 to move, which sequentially is about three years. Rather than ask for headcount I automated the data injection pipeline and took capacity to three customers a day. On Python, the habit goes back to Keiretsu Forum, where I built classification models over roughly 250 early-stage startups and surfaced 8 seed targets for the in-house fund. All of it was cross-functional by default, with business, product, technical and QA stakeholders in the same conversation, and my job was turning what they said into something the data could settle.

One gap, stated plainly rather than left for you to find. My four years are enterprise B2B, aviation SaaS at CAMP Systems and fuel logistics at World Kinect. Mobile advertising and ad-tech operations would be new to me, and I would be learning your metrics from scratch rather than arriving with opinions about them. I need no sponsorship to work in India, I am in Navi Mumbai today, and I will relocate to Bangalore. Thank you for your consideration.

Sincerely,

Sahil Sapra