

SAHIL SAPRA

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PRODUCT ANALYST | BUSINESS & DATA ANALYSIS, SQL, PYTHON, TABLEAU & POWER BI

Business and data analyst with four years of overall work experience in the enterprise software and aviation industry, and end-to-end analytics solutions delivered across it: dashboard development, SQL and Python analysis, and the automation that keeps the numbers arriving without anyone rerunning them. Engineered seven Tableau dashboards on Snowflake SQL data across four customer-facing applications to enable advanced product analytics, uncover usage patterns and reduce customer attrition 28%. Built a dynamic Power BI executive digest for a 25-location enterprise account, cumulative revenue with per-location drill-down, auto-delivered weekly and reconciled against raw Snowflake data before it reached the CEO. Works across business, product and technical teams, turning what they ask for into requirements, acceptance criteria and decisions the data supports, and automated an onboarding ETL from over two weeks per customer to three per day. Python goes back to university, where classification models over ~250 early-stage startups surfaced 8 seed investment targets.

TECHNICAL PROFICIENCIES

SQL & Databases: Snowflake SQL, MySQL, PostgreSQL, Neon, Upstash (Redis, Vector Database), Data Modeling
Python & Analysis: Python, Advanced Product Analytics, Classification Models, Statistical Analysis, Sentiment Analysis, Big Data, Quantitative Economics
Dashboards & Reporting: Tableau, Power BI, Product Analytics, Usage Pattern Analysis, Executive Reporting, New Relic, Observability
Business Analysis & Delivery: Requirements & Specification Writing, Acceptance Criteria, Gap Assessments, Roadmap Prioritization, Jira, Confluence, Aha!, Agile, Scrum
Data Pipelines & Automation: ETL Automation, Data Injection Pipelines, Release Automation, AWS CodePipeline, Bitbucket, Git, LaunchDarkly, Feature Flags
Engineering & APIs: REST, Swagger, Postman, API Gateway, Microservices, Caching, Java, Spring Boot, TypeScript, Angular, React, Next.js, Node.js
Cloud & AI Tools: AWS (ECS, Lambda, S3, API Gateway, CloudWatch, IAM, KMS), Azure, GCP, Docker, Terraform, Vercel, Cursor, Claude Code, Large Language Models, Retrieval-Augmented Generation

AREAS OF EXPERTISE

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| • Dashboard Development | • Business & Data Analysis | • Cross-Functional Stakeholder Management |
| • End-to-End Analytics Solutions | • Tableau & PowerBI Reporting | • Turning Data into Decisions |
| • SQL & Python Analysis | • Data Modeling & Usage Patterns | • Process Automation & Operational Excellence |

PROFESSIONAL EXPERIENCE

CAMP Systems International Inc., Charlotte, NC 2024 – 2026
Technical Product Manager & Business Analyst II (2025 – 2026)

Ran the analysis behind a next-generation aviation platform end to end: customer workflows into requirements and acceptance criteria, then improvements driven by usage data, working across business, product and technical teams through short development cycles.

- Delivered structured gap assessments from comparative analysis of legacy and next-generation platform systems, exposing key functional and performance inefficiencies and setting product roadmap prioritization.
- Directed a feature parity program for TFBO Next-Gen, turning workflow gaps into prioritized requirements, acceptance criteria and migration sequencing, so 75 enterprise customers moved with zero operational downtime and 104% YoY ARR growth over two consecutive years.
- Automated the data injection ETL behind enterprise onboarding after mapping the process end to end, moving capacity from over two weeks per customer to three customers per day and making the 75-customer program feasible.
- Drove improvements from request-level timing data rather than the consensus capacity theory, then collaborated with engineers on a domain-driven microservices architecture in Java, Spring Boot, TypeScript and Angular, cutting data retrieval latency 68% and eliminating enterprise system timeouts.
- Directed QA test case design and automation strategy that improved test coverage from 62% to 81% alongside enterprise-grade release stability and regression quality assurance.
- Built an AI test case generator grounded in retrieval-augmented generation over roughly 2,000 of the team’s own ticket-to-test conversions, using dense embeddings and iterated prompts so generated cases followed house conventions.
- Accelerated development cycles with AI tools used hands-on, releasing the redesigned Invoicing module five months ahead of schedule and reducing 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%.
- Developed and deployed a LaunchDarkly API-based JavaScript web application using Cursor, enabling centralized 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)

Ran continuous enhancement cycles on the FBO360 aviation platform, turning operational requirements into data-driven product improvements alongside cross-functional engineering, QA and business stakeholders.

- Delivered end-to-end integrations connecting four major accounting platforms and two loyalty/rewards programs into FBO360, expanding product ecosystem capabilities and enabling new customer acquisition and market penetration.
- Collaborated across cross-functional engineering, QA and business stakeholders to improve system reliability, scalability and user experience over FBO360 deployments.

Business Intelligence Intern (2022)

Ran business intelligence and analytics work end to end: dashboard development, data modeling, and actionable insights that informed 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: automated staging environment mapping, test case generation, test execution, Jira ticket validation, screenshot evidence, and scheduling.

- Executed a six-month product roadmap from a blank page, 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.
- Secured four strategic design partners through customer discovery, running weekly partner loops measured on real scheduled usage rather than demo enthusiasm.
- 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, USA (2019 – 2023)

CERTIFICATIONS

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