

SAHIL SAPRA

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

BUSINESS ANALYST | DATA & ANALYTICS PRODUCTS

Business Analyst with hands-on experience translating business requirements into scalable data solutions, working between business, product, and engineering teams inside enterprise B2B SaaS environments. Documents requirements, acceptance criteria, and specifications, and runs SQL analysis on Snowflake data to inform product and business decisions. Proven track record of holding data quality up through validation before figures reach a stakeholder, of exposing workflow inefficiencies through structured gap assessments, and of driving measurable improvement against them, sustaining 104% YoY ARR growth. Skilled in Agile delivery, data modeling, dashboard reporting, and process automation, including automating a data-injection ETL that took onboarding capacity from two weeks per customer to three customers per day. Excels in stakeholder management through active listening, understanding the true needs behind requests, and in cross-functional communication with engineering, QA, design, and executive leadership within high-growth and enterprise environments.

AREAS OF EXPERTISE

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|--------------------------------------|-------------------------------------|-----------------------------------|
| • Requirements & Acceptance Criteria | • Business Requirements Translation | • Cross-Functional Communication |
| • SQL Data Analysis | • Data Modeling & Reporting | • Scalable Data Solutions |
| • Data Quality & Validation | • Agile Delivery | • Process Automation & Operations |

TECHNICAL PROFICIENCIES

Data & Analysis: SQL, Snowflake, MySQL, PostgreSQL, Redis, Tableau, Data Modeling, Product Analytics
Data Quality & Validation: ETL Automation, Data Validation, Regression Quality Assurance, Test Coverage, New Relic, Observability
Requirements & Agile Delivery: Jira, Confluence, Agile/Scrum, Technical Writing, Acceptance Criteria, LaunchDarkly, Bitbucket, Git
APIs & Integrations: 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, Railway, Vercel
Languages & Tools: Python, TypeScript, Java, Spring Boot, Angular, React, Next.js, Node.js, Cursor, Claude Code, GitHub Copilot, Amazon Q Developer

PROFESSIONAL EXPERIENCE

CAMP Systems International Inc., Charlotte, NC2024 – 2026
Technical Product Manager & Business Analyst II (2025 – 2026)

- Owned the analysis and requirements layer between business, product, and engineering teams, translating business needs into scalable data solutions and clear specifications, and accelerating delivery cycles with AI-enabled workflows that raised engineering throughput and delivered major platform enhancements ahead of schedule.
- Translated workflow gaps into prioritized requirements, acceptance criteria, and migration sequencing for a feature parity program, enabling 75 enterprise aviation customers to transition with zero operational downtime.
 - Delivered comparative analysis of legacy and next-generation systems, producing structured gap assessments that exposed functional and performance inefficiencies and supported informed product roadmap prioritization.
 - Owned the enterprise customer migration strategy that moved 75 customers off competing FBO platforms onto TFBO Next-Gen, and sustained 104% YoY ARR growth over two consecutive years.
 - Automated the data-injection ETL behind customer onboarding, taking capacity from 2+ weeks of manual work per customer to three customers per day and making the 75-customer program feasible without added headcount.
 - Directed QA resource planning and automation strategy execution that improved test coverage from 62% to 81%, enterprise-grade release stability, and regression quality assurance.
 - 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.

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, enabled centralized feature flag monitoring and 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 product improvements through continuous enhancement cycles to optimize ERP workflows and align with aviation industry operational requirements.

- Partnered with cross-functional engineering, QA, and business stakeholders on enterprise aviation ERP product operations to enhance system reliability, scalability, and user experience across FBO360 deployments.
- Spearheaded platform integrations 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)

Delivered business intelligence and analytics work 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, enabling automated staging environment mapping, test case generation, test execution, Jira ticket validation, screenshot evidence, and scheduling for release quality assurance.

- Executed a six-month product roadmap, delivered MVP (V1), and advanced V2/V3 builds featuring Security Hub for dependency risk analysis, GitHub integration, developer CLI, and a credit-based pricing architecture to enable scalable SaaS monetization.
- Secured four strategic design partners to validate product-market fit, running weekly design-partner loops measured on real scheduled usage rather than demo enthusiasm.

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 & CERTIFICATIONS

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: ICAgile Certified Professional | AWS Certified Cloud Practitioner | Atlassian Agile PM Professional | Aha! Product Management Professional