

SAHIL SAPRA

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[Anthropic Hiring Team](#)

Re: Business Systems Analyst, BizTech

Most of what this role describes I have done under a different job title. At CAMP Systems I ran a feature parity program for a next-generation aviation platform, which in practice meant sitting with operations teams, working out which workflow gaps would break live operations if we moved a customer early, and translating those into prioritized requirements, acceptance criteria and a migration sequence engineering could build against. I found gaps that would have broken real customers on a forced platform change, said so to leadership and to the customers before anyone asked, and re-sequenced around them. All 75 enterprise customers moved with zero operational downtime and zero churn, and ARR grew 104% year over year across two consecutive years.

The process side is where I am most useful. Onboarding a single enterprise customer onto that platform took over two weeks of manual ETL. Run sequentially across 75 customers that is roughly three years, so the program as scoped was not possible. Rather than ask for headcount I analyzed the onboarding process end to end, found the data injection step doing the damage, and drove the automation that took capacity from two weeks per customer to three customers a day. The same instinct produced a LaunchDarkly API-based web application I built to centralize feature flag control when the tool's own view did not match how we actually released, which consolidated seats and cut team OPEX 7%.

Getting a system adopted is a separate skill from choosing one, and I learned that the hard way. I led enterprise-wide adoption of LaunchDarkly, decoupling deployment from release and lifting feature release frequency 400%, but the first internal rollout stalled. I had built it around my own mental model, and the feedback was that I had shipped my tool rather than theirs. I watched people attempt the real task, rebuilt around the friction I saw, and adoption followed. I have not put an internal system in front of a team since without doing that first, and I write the documentation and user guides that go with it rather than leaving them for someone else.

Anthropic specifically, because the AI work has been my own hands and not a spec I handed off. I built a test case generator grounded in retrieval-augmented generation over roughly 2,000 of our own ticket-to-test conversions, using dense embeddings against a vector index so output followed house conventions and improved as the corpus grew, with no retraining, and I founded SpecHawk, an agentic QA platform, with four enterprise design partners and pre-seed capital raised. Two gaps stated plainly rather than left for you to find. My enterprise systems experience is aviation B2B SaaS and ERP, not a large Salesforce or Workday estate, so a specific platform's administration is something I would be learning on your stack. And my four years sit under the five the posting asks for. What I bring on day one is requirements and specification writing people actually read, SQL and Snowflake in daily use, API integration work I have shipped rather than supervised, and the habit of watching a real user attempt the real task before calling a system done. I am authorized to work in the United States and willing to relocate for the hybrid expectation. Thank you for your consideration.

Sincerely,

[Sahil Sapra](#)