

SAHIL SAPRA

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

TECHNICAL PRODUCT MANAGER | DEVELOPER TOOLING & AI AGENT PRODUCTS

Technical product manager with hands-on experience leading AI agent products and B2B SaaS platform initiatives across product strategy, API architecture, enterprise integrations, and scalable software delivery. Builds the layer other developers build on: reusable REST APIs, microservices integrations, a developer CLI, GitHub integration, and partner integrations that expanded an aviation ERP's product ecosystem for custom customer workflows. Writes production code, and founded an agentic QA platform whose agents map environments, generate and execute test cases, and validate defects, with test generation grounded in RAG over ~2,000 internal examples, so API shape and scope get worked out alongside engineering rather than through it. Treats documentation as a shipping requirement, with meticulous technical writing for requirements and specifications. Proven track record of roadmap sequencing, driving product-market fit, accelerating go-to-market execution, increasing ARR growth, and delivering operational efficiencies through automation, AI-enabled development workflows, and cross-functional leadership that champions team mentorship, development, and influence without authority.

TECHNICAL PROFICIENCIES

APIs & Integrations: REST, Swagger, Postman, GraphQL, Apigee, API Gateway, Microservices, Caching, RxJS Observables
Developer Tooling: Cursor, Claude Code, Codex, GitHub Copilot, Amazon Q Developer, Replit, Lovable, Google Stitch, Git, Bitbucket
AI & Agent Systems: Large Language Models, RAG, Dense Embeddings, Vector Databases (Weaviate, Upstash), Agentic Workflow Orchestration
Languages & Frameworks: TypeScript, Python, Angular, React, Next.js, Java, Spring Boot, NestJS, Node.js
Release Control & Observability: LaunchDarkly, Feature Flags, Release Automation, AWS CodePipeline, New Relic, Observability
Cloud, Data & Documentation: 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, Snowflake, Tableau, Jira, Confluence

AREAS OF EXPERTISE

- | | | |
|-------------------------------------|---------------------------------------|--------------------------------------|
| • Developer Product Management | • AI Agents & Language Model Products | • Dependency Management Across Teams |
| • API Design & Integrations | • AI-Enabled Developer Workflows | • Release Control & Feature Flags |
| • Documentation & Technical Writing | • Roadmap Sequencing & Prioritization | • Scalable System Architecture |

PROFESSIONAL EXPERIENCE

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

- Led quality engineering transformation by scaling automated testing frameworks across cross-functional product delivery pipelines, and accelerated development cycles with AI-enabled tooling that raised developer throughput and delivered major platform enhancements ahead of schedule.
- Owned roadmap sequencing for a feature parity program on TFBO Next-Gen, translating workflow gaps into prioritized requirements, acceptance criteria, and migration order, enabling 75 enterprise aviation customers to transition with zero operational downtime.
 - 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.
 - Specified reusable RESTful APIs and an API-based microservices architecture with engineering, leading the transition from a legacy monolithic aviation platform to domain-driven services in Java, Spring Boot, TypeScript, and Angular, with caching, RxJS observables, and lazy loading that reduced data retrieval latency by 68% and eliminated enterprise system timeouts.
 - Grounded an AI test generation model with RAG over ~2,000 internal ticket-to-test conversions using dense embeddings and a vector index, so generated output followed house patterns and improved with each added example without retraining.
 - 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%.
- Wrote and shipped a LaunchDarkly API-based JavaScript web application using Cursor, giving the team 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)

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 integrations connecting four major accounting platforms and two loyalty/rewards partners into FBO360 to expand the product ecosystem 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. (speechhawk.ai)

2026

Head of Product

Directed development of an AI-powered, deploy-aware no-code agentic QA platform for SaaS applications, where agents map staging environments, generate and execute test cases, validate Jira tickets, capture screenshot evidence, and schedule release quality assurance. Engineered the end-to-end agent workflow architecture, integrating environment discovery, test orchestration, and defect validation within a unified product system.

- Executed a six-month product roadmap, delivered MVP (V1), and advanced V2/V3 builds featuring a developer CLI, GitHub integration, Security Hub for dependency risk analysis, and a credit-based pricing architecture to enable scalable SaaS monetization.
- Secured four strategic design partners to validate product-market fit and accelerate early adoption across SaaS engineering teams, running weekly build loops with their developers against real applications.
- 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

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