

SAHIL SAPRA

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TECHNICAL PRODUCT MANAGER | AI, DATA & SECURITY PLATFORMS

Enterprise product manager with progressive ownership across the product lifecycle end to end, from continuous customer discovery through engineering delivery to go-to-market. Owned data integrity and output reliability for an AI product surface at CAMP Systems, and shipped SpecHawk’s Security Hub for dependency risk analysis against four enterprise design partners. Brings hands-on technical depth to engineering on APIs, data models and cloud infrastructure: owned the product side of a monolith-to-microservices migration with reusable REST APIs and caching that cut data retrieval latency 68% and eliminated enterprise timeouts. Directed the automated testing strategy that raised coverage from 62% to 81% while holding enterprise release stability. Comes to data from a business intelligence seat: seven Tableau dashboards over Snowflake SQL across four customer-facing applications, and Python classification models over ~250 companies. AWS Certified Cloud Practitioner, Quantitative Economics degree, works daily in SQL, Git, Claude Code and Cursor.

TECHNICAL PROFICIENCIES

Data Security, Quality & Trust: Data Integrity, Security Hub, Dependency Risk Analysis, Automated Testing, Test Coverage, QA Automation, Regression Quality Assurance, New Relic, Observability

Data Classification, SQL & Analytics: Classification Models, Data Modeling, Snowflake SQL, PostgreSQL, MySQL, Redis, ETL Automation, Tableau, PowerBI, Product Analytics, Big Data, Business Intelligence

Cloud Environments & Infrastructure: AWS (ECS, Lambda, S3, API Gateway, CloudWatch), Azure, GCP, Docker, Terraform, Vercel, Microservices, Caching

APIs & Platform Integration: REST, GraphQL, Swagger, Postman, Apigee, API Gateway, Third-Party Integrations, RxJS Observables

AI, LLMs & Retrieval: Large Language Models, Retrieval-Augmented Generation (RAG), Dense Embeddings, Vector Indexes, Weaviate, Agentic Workflows, Prompt Iteration, Claude Code, Cursor, Codex, GitHub Copilot

Product Lifecycle & Delivery: Jira, Confluence, Agile/Scrum, Roadmap Prioritization, Acceptance Criteria, User Requirements, Technical Writing, Go-to-Market Enablement

Languages, Frameworks & Release Control: TypeScript, Node.js, JavaScript, Python, React, Next.js, NestJS, Angular, Java, Spring Boot, Git, Bitbucket, AWS CodePipeline, LaunchDarkly, Feature Flags, CI/CD

AREAS OF EXPERTISE

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| • Data Security & Data Integrity | • Cloud Platforms & Infrastructure | • Acceptance Criteria & User Needs |
| • Enterprise Product Management | • APIs & Platform Integration | • Go-to-Market & Demo Enablement |
| • Data Classification & Modeling | • Product Lifecycle Ownership | • Influence Without Authority |

PROFESSIONAL EXPERIENCE

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

Owned data integrity and output reliability for an AI product surface, and led the quality engineering transformation that scaled automated testing across cross-functional product delivery. Engaged engineering hands-on on APIs, data models and cloud infrastructure while working alongside design, QA and go-to-market partners.

- 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 a vector index so generated output followed house conventions and improved with every added example through a human review feedback loop, without retraining.
- Directed QA resource planning and the automated testing strategy that raised test coverage from 62% to 81%, trading breadth of coverage against confidence in each individual result while holding enterprise-grade release stability and regression quality assurance.
- Owned the product side of a cloud infrastructure migration from a legacy monolithic aviation platform to a domain-driven microservices architecture using Java, Spring Boot, TypeScript, and Angular, implementing reusable RESTful APIs, caching, and lazy loading to reduce data retrieval latency by 68% and eliminate enterprise system timeouts.
- Mapped the enterprise onboarding lifecycle end to end across customer data environments, found the manual ETL step that took over two weeks per customer, and automated the data injection behind it to move capacity to three customers per day.
- 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.
- Delivered structured gap assessments comparing legacy and next-generation platforms that exposed functional and performance inefficiencies and supported informed product roadmap prioritization alongside other product owners.

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%; rebuilt the rollout around observed user friction after an early internal version stalled on adoption.
- Developed and deployed a LaunchDarkly API-based JavaScript web application end to end using Cursor, enabling centralized feature flag monitoring and control across cloud environments, 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.

- Replaced 25 separate weekly revenue emails to the CEO of a top-two enterprise account with a single dynamic PowerBI digest covering cumulative revenue and per-location drill-down, verifying every figure against raw Snowflake data before it reached an executive inbox.
- Spearheaded platform integration initiatives connecting four major accounting platforms and two loyalty/rewards programs into FBO360 through APIs to expand product ecosystem capabilities and enable new customer acquisition and market penetration.
- Supported enterprise aviation ERP product operations by collaborating with cross-functional engineering, QA, design, and stakeholder groups to enhance system reliability, scalability, and user experience across FBO360 deployments.

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. (speechawk.ai)

2026

Head of Product

Directed development of an AI-powered, deploy-aware no-code agentic QA platform for SaaS applications, where the agent discovers and maps staging environments, generates test cases, orchestrates execution, validates Jira tickets, and returns screenshot evidence. Owned the product end to end across engineering, design and go-to-market, setting acceptance criteria for every release and integrating environment discovery, test orchestration, and defect validation within a unified product system.

- Delivered Security Hub for dependency risk analysis inside a six-month product roadmap that shipped MVP (V1) and advanced V2/V3 builds featuring GitHub integration, developer CLI, and a credit-based pricing architecture to enable scalable SaaS monetization.
- Secured four strategic design partners through continuous customer discovery to validate product-market fit and accelerate early adoption across SaaS engineering teams, 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 (2019 – 2023)

CERTIFICATIONS

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