

SAHIL SAPRA

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[Druva Hiring Team](#)

Re: Product Manager, Pune

I am applying for the Product Manager role building out Druva's partner platform. The centre of that job, taking partner and customer workflows and turning them into product capabilities that make delivery simpler at scale, is what I have been doing for the last two years at CAMP Systems. I owned the enterprise customer migration roadmap that moved 75 customers from competing FBO platforms onto TFBO Next-Gen, our next-generation cloud SaaS product. All 75 landed with zero operational downtime and zero churn, on a platform change they did not choose, and ARR grew 104% year over year two years running.

Most of that was a product problem rather than a delivery one. Before we moved anyone I ran a comparative analysis of the legacy and next-generation systems and wrote structured gap assessments, because a handful of gaps would have broken live aviation operations for specific customers if they moved on the original schedule. I named those gaps to leadership and to the affected customers, stood up a feature parity program, and translated the workflow gaps into prioritized requirements, acceptance criteria and migration sequencing in Jira and Confluence, working sprint by sprint with engineering and design. Communicating a slip before anyone asks is what buys you the trust to migrate the rest.

Two other pieces of that work map onto what your posting describes. Onboarding a single customer took over two weeks of manual ETL, and 75 of those done sequentially is roughly three years, so instead of asking for headcount I mapped the onboarding workflow end to end and automated the data injection behind it, taking capacity from two weeks per customer to three per day. On the integration side I connected four accounting platforms and two loyalty and rewards programs into FBO360 to widen what the product could plug into and open new customer acquisition. I also drove org-wide adoption of LaunchDarkly, which lifted release frequency 400%, and learned the lesson the hard way there: my first rollout was built around my own mental model, adoption stalled, and it only moved once I sat and watched real users attempt the real task. I do not ship an internal or admin-facing tool now without doing that first.

Two gaps, stated plainly rather than left for you to find. I have not worked directly with MSPs, distributors or VARs, so the commercial mechanics of that ecosystem is something I would be learning from your partners and your sales and support teams rather than bringing on day one. My degree is a BS in Quantitative Economics with a co-major in Analytics and a minor in Computer Science, not Engineering or Computer Science. What I do bring is four years of B2B SaaS product management where the customers were operationally complex and the migration, integration and adoption problems were mine to own, plus enough hands-on engineering (TypeScript, Java, Python, AWS) to hold a real design conversation. I am based in Navi Mumbai and Pune works for me. Thank you for your consideration.

Sincerely,

[Sahil Sapra](#)