

SAHIL SAPRA

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PRODUCT MANAGER | SQL, DATA MODELING & AI AGENT PLATFORMS

Technical product manager for enterprise B2B SaaS and AI-powered platforms, working across SQL and data modeling, data pipelines, dashboards, and the AI agents that increasingly build them. Wrote Snowflake SQL behind seven Tableau dashboards and performed the data modeling under them, and automated the data-injection ETL pipeline that took enterprise onboarding from two weeks per customer to three per day. Uses Claude Code, Cursor, and Codex daily to generate and then rigorously evaluate output, and built a RAG-grounded test generator that lifted test coverage from 62% to 81%. Deployed enterprise software with customers, turned field friction into prioritized requirements engineering could build from, and owned adoption on the result.

TECHNICAL PROFICIENCIES

SQL, Data & Analytics: Snowflake SQL, MySQL, PostgreSQL, Neon, Data Modeling, ETL Pipelines, Tableau, PowerBI, Product Analytics
AI Agents & AI-Enabled Workflows: Claude Code, Cursor, Codex, GitHub Copilot, Amazon Q, OpenRouter, RAG, Upstash (Vector Database)
Languages & Frameworks: Python, TypeScript, Java, Spring Boot, Angular, React, Next.js, NestJS, Node.js
Cloud & Infrastructure: AWS (ECS, Lambda, IAM, KMS, S3, VPC, API Gateway, CloudWatch, Systems Manager, Secrets Manager), Google Cloud Platform (GCP), Azure, Oracle Cloud, CloudFormation, Docker, Terraform, Railway, Vercel, Cloudflare R2
API Development: REST, Swagger, Postman, API Gateway, Microservices
CI/CD & Release Control: Bitbucket, Git, AWS CodePipeline, LaunchDarkly, New Relic, Observability, Release Automation, Feature Flags
Product & Delivery: Jira, Confluence, Agile, Requirements & Acceptance Criteria

AREAS OF EXPERTISE

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| • SQL & Data Modeling | • Directing & Evaluating AI Agents | • Product Roadmap & Prioritization |
| • Data Pipelines & ETL Automation | • Enterprise Deployment | • Engineering Collaboration & Technical Depth |
| • Dashboards & Product Analytics | • Requirements & Acceptance Criteria | • Adoption Metrics & Release Quality Assurance |

PROFESSIONAL EXPERIENCE

CAMP Systems International Inc., Charlotte, NC, USA 2024 – 2026

Technical Product Manager / Business Analyst II (2025 – 2026)

Deployed a next-generation aviation platform directly with enterprise customers while owning the platform product alongside engineering leadership, turning recurring field friction into prioritized requirements. Scaled automated testing frameworks and used AI agents to accelerate delivery and ship major platform enhancements ahead of schedule.

- Automated the data-injection ETL pipeline behind enterprise onboarding, taking a customer from over two weeks of manual data work to three customers per day, and made a 75-customer migration program feasible at all.
- Executed enterprise customer deployment across 75 customers migrating from competing FBO platforms to TFBO Next-Gen, and sustained 104% YoY ARR growth over two consecutive years.
- Directed a feature parity program for TFBO Next-Gen, authoring the requirements and acceptance criteria engineering built from without guesswork, plus migration sequencing, enabling 75 enterprise aviation customers to transition with zero operational downtime.
- Conducted comparative analysis of legacy and next-generation data and workflows, delivering structured gap assessments that exposed silent functional and performance failures and set product roadmap prioritization.
- 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.
- Operated AI agents across engineering delivery and reviewed their output line by line, accelerating the redesign and release of the Invoicing module by five months and reducing customer churn significantly.
- Directed QA resource planning and automation strategy 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%.
- Built and deployed a LaunchDarkly API-based JavaScript web application using Cursor, generating and then reviewing the agent’s output before it shipped, gave the team centralized feature flag monitoring and control, and achieved a 7% reduction in team OPEX.

World Kinect, Miami, FL, USA

2022 – 2024

IT Business Analyst (2023 – 2024)

Enabled data-driven product improvements through continuous enhancement cycles to optimize enterprise ERP data workflows and align with aviation industry operational requirements.

- Supported enterprise aviation ERP product operations, collaborating across engineering, QA, and business stakeholders to improve system reliability, scalability, and user experience across FBO360 deployments.
- Spearheaded data integration initiatives connecting four major accounting platforms and two loyalty/rewards programs into FBO360, modelling and joining source data across systems to expand product ecosystem capabilities and enable new customer acquisition.

Business Intelligence Intern (2022)

Assisted in business intelligence and analytics initiatives by developing interactive dashboards, performing data modeling on messy source tables, and generating actionable insights to inform product and business decisions.

- Engineered seven Tableau dashboards on Snowflake SQL across four customer-facing applications to enable advanced product analytics, uncover usage patterns, and reduce customer attrition by 28%.
- Built a dynamic PowerBI revenue digest for a 25-location enterprise customer, verifying every figure against the raw Snowflake data before it reached the customer’s CEO, and replaced 25 separate weekly reports with one.

ENTREPRENEURIAL VENTURES

SpecHawk Inc. (spechawk.ai)

2026

Head of Product

Directed development of an AI-powered, deploy-aware no-code agentic QA platform for SaaS applications end to end, from product vision, roadmap, requirements, and weekly discovery loops with design partners through to staging environment mapping, test case generation, test execution, Jira ticket validation, screenshot evidence, and scheduling. A large part of the work is operating AI agents and then evaluating what they produce, reading the generated specs and finding where the agent was confidently wrong.

- Built a RAG-grounded test case generator on an Upstash vector index of ~2,000 real ticket-to-test conversions with dense embeddings, so agent output followed house conventions and improved with each added example, no retraining.
- Secured four strategic design partners to validate product-market fit and accelerate early adoption across SaaS engineering teams, running weekly loops measured on real scheduled usage rather than demo enthusiasm.
- 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.
- 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, USA (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