

SAHIL SAPRA

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PRODUCT MANAGER | AI PRODUCTS & END-TO-END PRODUCT OWNERSHIP

Product manager with end-to-end ownership of AI-powered software products, from product vision and roadmap through specs, acceptance criteria, and shipped features. Founded and runs product at SpecHawk, an AI agentic QA platform taken from zero to a shipped MVP, four enterprise design partners, and pre-seed capital. Proven record of AI-enabled workflows that accelerate engineering delivery, and of discovery loops that turn what users actually do into prioritized requirements. Technical depth to work beside engineering in the code: led a monolith-to-microservices transition in Java, Spring Boot, TypeScript, and Angular, and built a RAG-grounded AI test-case generator on a vector index. Skilled in Agile product management, feature-flag release control, QA automation, and data-driven decisions.

TECHNICAL PROFICIENCIES

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

AREAS OF EXPERTISE

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| • End-to-End Product Ownership | • Shipped Feature Delivery | • Engineering Collaboration & Technical Depth |
| • Zero-to-One Product Delivery | • Customer Discovery & Usage Data | • Product Roadmap & Prioritization |
| • AI-Enabled Product Workflows | • Data-Driven Product Decisions | • Specs, Acceptance Criteria & Release Control |

PROFESSIONAL EXPERIENCE

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

Held end-to-end ownership of a next-generation aviation platform, from first concept through specs, engineering delivery, and the shipped feature. Scaled automated testing frameworks and accelerated development cycles with AI-enabled workflows to ship major platform enhancements ahead of schedule.

- Owned an enterprise customer migration end to end, onboarded 75 customers from competing FBO platforms to TFBO Next-Gen, and sustained 104% YoY ARR growth over two consecutive years.
- Built an AI test-case generator grounded on roughly 2,000 of our own ticket-to-test conversions using a vector index and dense embeddings, so generated output followed house conventions and improved with every added example without retraining.
- Owned a feature parity program for TFBO Next-Gen, writing the specs that turned workflow gaps into prioritized requirements, acceptance criteria, and migration sequencing, enabling 75 enterprise aviation customers to transition with zero operational downtime.
- Worked directly with engineering on API-based microservices architecture and streamlined inter-service communication, reducing latency and improving scalability, responsiveness, and overall platform efficiency.
- 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.
- Shipped the redesigned Invoicing module five months ahead of schedule by building AI-enabled workflows into engineering delivery, and reduced 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%.
- Designed and shipped a LaunchDarkly API-based JavaScript web application using Cursor, rebuilt after watching real users work, 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 ERP workflows and align with aviation industry operational requirements.

- Supported enterprise aviation ERP product operations, working alongside engineering, QA, and stakeholders to improve system reliability, scalability, and user experience across FBO360 deployments.
- Spearheaded integration initiatives connecting four major accounting platforms and two loyalty/rewards programs into FBO360, expanding product ecosystem capabilities and enabling 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. (speechawk.ai)

2026

Head of Product

Took an AI-powered, deploy-aware no-code agentic QA platform for SaaS applications from zero to one and owned it end to end, from product vision, roadmap, specs, and weekly discovery loops with design partners through to staging environment mapping, test case generation, test execution, Jira ticket validation, screenshot evidence, and scheduling for release quality assurance. Scoped the MVP to the smallest slice that produced a trustworthy test run on a design partner’s real application.

- Secured four strategic design partners to validate product-market fit and accelerate early adoption across SaaS engineering teams.
- Shipped a six-month product roadmap end to end, 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 to enable scalable SaaS monetization.
- Ran weekly design partner loops that measured real scheduled usage rather than demo enthusiasm, and raised early pre-seed capital on that evidence.

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