

SAHIL SAPRA

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PRODUCT MANAGER | ANALYTICS & DATA PRODUCTS

Results-driven product manager with hands-on ownership across analytics and business intelligence, from data modeling and Snowflake SQL through Tableau and PowerBI dashboarding built for enterprise customers and their executives. Proven record of turning platform data into actionable insights that inform product and business decisions, including seven customer-facing dashboards that uncovered usage patterns and reduced customer attrition by 28%. Skilled at translating stakeholder workflow gaps into prioritized requirements, acceptance criteria, and roadmap prioritization, and at structured gap assessment that exposes functional and performance inefficiencies. Experienced partnering with cross-functional engineering, data, QA, and design groups through enterprise migrations delivered with zero operational downtime, explaining technical work to business stakeholders, and verifying every figure against raw warehouse data so the insight reaching a decision maker is trustworthy.

TECHNICAL PROFICIENCIES

Analytics & Business Intelligence: Tableau, PowerBI, Snowflake, SQL, Data Modeling, Dashboarding, Product Analytics, Python
Database & Storage: MySQL, PostgreSQL, Neon, Cloudflare R2, Upstash (Redis, Vector Database)
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
Languages & Frameworks: TypeScript, Python, Angular, React, Next.js, Java, Spring Boot, NestJS, Node.js
API Development: REST, Swagger, Postman, API Gateway, Microservices
Tools: Cursor, Claude Code, Codex, GitHub, GitHub Copilot, OpenRouter, Amazon Q, Claude Design, Jira, Confluence, LaunchDarkly

AREAS OF EXPERTISE

- Analytics & Business Intelligence
- Roadmap Prioritization
- Enterprise Software Implementation
- Data Modeling & SQL
- Translating Requirements
- Data Engineering Collaboration
- Dashboarding & Data Insights
- Product Lifecycle Management
- Technical Program Leadership

PROFESSIONAL EXPERIENCE

CAMP Systems International Inc., Charlotte, NC, USA2024 – 2026

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

Drove product roadmap prioritization for an enterprise aviation SaaS platform by translating stakeholder workflow gaps into prioritized requirements and grounding release decisions in platform data. Led quality engineering transformation by scaling automated testing frameworks across cross-functional delivery pipelines, using AI-enabled tools to ship platform enhancements ahead of schedule.

- Conducted comparative analysis of legacy and next-generation systems, while delivering structured gap assessments that exposed key functional and performance inefficiencies and supported informed product roadmap prioritization.
- Directed a feature parity program for TFBO Next-Gen by translating stakeholder workflow gaps into prioritized requirements, acceptance criteria, and migration sequencing, 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.
- Directed QA resource planning and automation strategy execution that improved test coverage from 62% to 81%, enterprise-grade release stability, and regression quality assurance.
- 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.
- Engineered API-based microservices architecture, streamlined inter-service communication, and reduced system latency to enhance scalability, responsiveness, and overall platform efficiency.
- 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.

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%.
- Developed and deployed a LaunchDarkly API-based JavaScript web application using Cursor, enabled centralized feature flag monitoring and control, reduced subscription costs, and achieved a 7% reduction in team OPEX.

World Kinect, Miami, FL, USA

IT Business Analyst (2023 – 2024)

2022 – 2024

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

- Partnered with cross-functional engineering, QA, and business stakeholders on enterprise aviation ERP product operations to enhance 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 the product data ecosystem and enabling new customer acquisition and market penetration.

Business Intelligence Intern (2022)

Delivered business intelligence and analytics initiatives by building interactive dashboards, performing data modeling, and turning warehouse data into actionable insights that informed product and business decisions.

- Engineered seven Tableau dashboards on 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. (spechawk.ai)

Head of Product

2026

Directed development of an AI-powered, deploy-aware no-code agentic QA platform for SaaS applications, enabling automated staging environment mapping, test case generation, test execution, Jira ticket validation, screenshot evidence, and scheduling for release quality assurance. Engineered end-to-end QA workflow automation and improved deployment confidence by integrating environment discovery, test orchestration, and defect validation within a unified product system.

- Secured four strategic design partners to validate product-market fit and accelerate early adoption across SaaS engineering teams.
- 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 to enable scalable SaaS monetization.
- 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