

SAHIL SAPRA

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[Bevi Hiring Team](#)

Re: Senior Business Systems Analyst, Charlestown, MA

I am applying for the Senior Business Systems Analyst role. The work you describe is the work I have actually done: requirements and acceptance criteria, technical solution design, then designing and executing the QA test cases and running the acceptance testing that decides whether a change goes live. At World Kinect I was IT Business Analyst on FBO360, an aviation ERP, running continuous enhancement cycles against operational requirements and spearheading API integrations that connected four major accounting platforms and two loyalty/rewards programs into the system. Before that, as a BI intern there, I built seven Tableau dashboards on Snowflake SQL data across four customer-facing applications and cut customer attrition 28%.

At CAMP Systems I owned the roadmap and prioritization for cross-functional partner teams on a next-generation FBO platform. The concrete version: onboarding one enterprise customer took over two weeks of manual ETL, and I owned a 75-customer migration, which done sequentially is roughly three years. I mapped the onboarding process end to end and automated the data injection ETL instead of asking for headcount, taking capacity to three customers per day. Alongside that I ran a feature parity program, translating workflow gaps into prioritized requirements, acceptance criteria and migration sequencing. All 75 customers moved with zero operational downtime, and ARR grew 104% year over year, two years running. On the quality side I directed QA test case design and automation strategy and moved test coverage from 62% to 81% while holding enterprise release stability.

Your posting asks how candidates are learning and experimenting with AI, so here is my answer up front. I build in Cursor and Claude Code daily. At CAMP I built an AI test case generator grounded in retrieval-augmented generation over roughly 2,000 of our own ticket-to-test conversions, using dense embeddings on a vector index and iterated prompts so generated cases followed our house conventions and improved with each example added, no retraining. I then left to found SpecHawk, an AI-powered deploy-aware agentic QA platform that maps a staging environment, generates and executes test specs against it, validates the Jira ticket and returns screenshot evidence. Four enterprise design partners signed on and I raised pre-seed capital on the business case behind it.

Two gaps, stated plainly rather than left for you to find. I have not worked in NetSuite or with EDI. My ERP experience is FBO360, an aviation fixed-base-operator system, so the integration, configuration and enhancement patterns transfer but the warehouse and inventory domain would be new to me. I am in Charlotte today and willing to relocate to Boston for the two days a week onsite in Charlestown. I work in the United States without sponsorship, now or in the future. Thank you for your consideration.

Sincerely,

[Sahil Sapra](#)