

SAHIL SAPRA

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BUSINESS SYSTEMS ANALYST | ERP INTEGRATIONS, SQL & QUALITY ASSURANCE

Business analyst who takes a system change the whole way through: business discovery with cross-functional partner teams, the requirements and acceptance criteria, the technical solution design, then designing and executing QA test cases and running the user acceptance testing that closes it out. ERP is where the record starts, as IT Business Analyst on the FBO360 aviation ERP at World Kinect, running API integrations that connected four major accounting platforms and two loyalty/rewards programs. At CAMP Systems, owned roadmap prioritization through gap assessments of legacy versus next-generation systems, directed QA test design and automation strategy that improved test coverage from 62% to 81%, and translated workflow gaps into prioritized requirements, acceptance criteria and migration sequencing so 75 enterprise customers moved with zero operational downtime and 104% YoY ARR growth. Uses AI tools daily to accelerate delivery, building hands-on in Cursor and Claude Code and grounding an AI test case generator on roughly 2,000 of the team’s own ticket-to-test conversions. Works in SQL, Python, TypeScript and Java, and runs Agile delivery in Jira and Confluence.

TECHNICAL PROFICIENCIES

Databases & SQL: Snowflake SQL, MySQL, PostgreSQL, Redis, Data Modeling, Data Mapping, Big Data
API Integrations & Integration Development: REST, Swagger, Postman, GraphQL, Apigee, API Gateway, Microservices, Caching
ERP & Enterprise Systems: FBO360 Aviation ERP, TFBO Next-Gen, ERP Workflow Optimization, ETL Data Injection, Enterprise Customer Onboarding
QA Test Design & Acceptance Testing: Test Case Design, Test Case Generation, Test Execution, Acceptance Criteria, Regression Quality Assurance, Release Quality Assurance, Jira Ticket Validation, QA Automation, Test Coverage Measurement
Agile & Delivery: Agile, Scrum, Jira, Confluence, Aha!, Requirements & Specification Writing, Roadmap Prioritization, Bitbucket, Git, AWS CodePipeline, LaunchDarkly, Feature Flags
Reporting & Analytics: Tableau, Power BI, Snowflake, Product Analytics, Sentiment Analysis
AI Tools for Delivery: Cursor, Claude Code, Codex, GitHub Copilot, Amazon Q Developer, Replit, Lovable, Google Stitch, Large Language Models, Retrieval-Augmented Generation
Languages & Cloud: Python, TypeScript, Java, Spring Boot, Angular, React, Node.js, AWS (ECS, Lambda, S3, API Gateway, CloudWatch), Azure, GCP, Docker, Terraform

AREAS OF EXPERTISE

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| • Business Analysis & Requirements | • QA Test Case Design & Execution | • ERP Workflow Optimization |
| • Roadmap Ownership & Prioritization | • User Acceptance Testing | • SQL & Data Modeling |
| • Process Mapping & Solution Design | • API Integrations & Development | • Agile Delivery & Jira |

PROFESSIONAL EXPERIENCE

CAMP Systems International Inc., Charlotte, NC2024 – 2026
Technical Product Manager & Business Analyst II (2025 – 2026)

- Owned business analysis for every change to the next-generation FBO platform: requirements and acceptance criteria, technical solution design, QA test cases and the acceptance testing that let a release go out.
- Owned the roadmap and prioritization for cross-functional partner teams through comparative analysis of legacy and next-generation systems, delivering structured gap assessments that exposed key functional and performance inefficiencies.
 - Translated workflow gaps into prioritized requirements, acceptance criteria and migration sequencing on a feature parity program for TFBO Next-Gen, enabling 75 enterprise aviation customers to transition with zero operational downtime and sustaining 104% YoY ARR growth over two consecutive years.
 - Directed QA test case design and automation strategy execution that improved test coverage from 62% to 81% alongside enterprise-grade release stability and regression quality assurance.
 - Built an AI test case generator grounded in retrieval-augmented generation over roughly 2,000 of the team’s own ticket-to-test conversions, using dense embeddings and iterated prompts so generated cases followed house conventions.
 - Mapped the enterprise onboarding process end to end, then automated the data injection ETL behind it, moving capacity from over two weeks per customer to three per day and making the 75-customer program feasible.
 - Designed API-based integration development across Java, Spring Boot, TypeScript and Angular, implementing reusable RESTful APIs, caching and lazy loading that reduced data retrieval latency by 68% and eliminated enterprise system timeouts.
 - Accelerated delivery with hands-on AI tools, releasing the redesigned Invoicing module five months ahead of schedule.

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 hands-on in Cursor, enabled centralized feature flag monitoring and control, reduced subscription costs, and achieved a 7% reduction in team OPEX.

World Kinect, Miami, FL

2022 – 2024

IT Business Analyst (2023 – 2024)

Ran continuous enhancement cycles on the FBO360 aviation ERP, optimizing ERP workflows against aviation industry operational requirements through data-driven analysis.

- Spearheaded API integrations connecting four major accounting platforms and two loyalty/rewards programs into the FBO360 ERP, expanding product ecosystem capabilities and enabling new customer acquisition and market penetration.
- Supported enterprise aviation ERP system operations by collaborating with cross-functional engineering, QA and business partner stakeholders to enhance system reliability, scalability and user experience across FBO360 deployments.

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, surface usage patterns, and reduce customer attrition by 28%.

ENTREPRENEURIAL VENTURES

SpecHawk Inc. (speechawk.ai)

2026

Head of Product

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.

- Executed a six-month product roadmap, delivered MVP (V1), and advanced V2/V3 builds featuring Security Hub for dependency risk analysis, GitHub integration, a developer CLI, and a credit-based pricing architecture to enable scalable SaaS monetization.
- Secured four strategic design partners through business discovery to validate product-market fit and accelerate early adoption across SaaS engineering teams, running weekly partner loops that measured real scheduled usage rather than demo enthusiasm.
- Raised early pre-seed capital on the business case for the product, supporting 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 (2019 – 2023)

CERTIFICATIONS

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| • ICAgile Certified Professional | • Aha! Product Management Professional | • Weaviate Vector Databases Professional |
| • Atlassian Agile PM Professional | • AWS Certified Cloud Practitioner | • Anaconda Machine Learning Professional |