SAHIL SAPRA

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TECHNICAL PRODUCT MANAGER | ANALYTICS DASHBOARDS & PRODUCT INSIGHTS

Technical product manager with hands-on experience owning dashboard, analytics and insights products across multiple product surfaces in enterprise B2B SaaS: product analytics ownership, data modeling and Snowflake SQL, ETL and customer data mapping across enterprise systems, and the technical documentation of requirements that makes them usable. Proven track record of engineering seven Tableau dashboards on Snowflake SQL data modeled across four customer-facing applications that surfaced usage patterns and reduced customer attrition by 28%, of decomposing a legacy monolithic platform into API-based data services that cut data retrieval latency by 68% and eliminated enterprise system timeouts, and of migrating 75 enterprise customers onto a next-generation platform with zero operational downtime while sustaining 104% YoY ARR growth. Leads technical discovery into customer workflows with engineering, data, design and business stakeholders, builds and ships production code in Cursor and Claude Code rather than only specs, and verifies every figure against raw source data before it is published, across Tableau, Snowflake SQL, LaunchDarkly, New Relic and CloudWatch. Skilled in Agile product management, cross-functional execution, release governance via feature flags, QA automation, and stakeholder management with engineering, QA, design, and executive leadership.

TECHNICAL PROFICIENCIES

Dashboards & Product Analytics: Tableau, Power BI, Data Dashboards, Product Analytics, Jira, Confluence

Data Modeling & Data Platforms: Data Modeling, Snowflake SQL, Snowflake, ETL Data Injection, MySQL, PostgreSQL, Redis

AI-Assisted Development: Cursor, Claude Code, Codex, GitHub Copilot, Amazon Q Developer, Replit, Lovable, Google Stitch

APIs & Services: REST, RESTful API Design, Swagger, Postman, GraphQL, Apigee, API Gateway, Microservices, Caching, RxJS Observables

Observability & Release Control: New Relic, AWS CloudWatch, Observability, LaunchDarkly, Feature Flags, Release Automation

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

CI/CD & DevOps: Bitbucket, Git, AWS CodePipeline, CI/CD Pipelines, Release Management

Languages & Frameworks: TypeScript, Python, Angular, React, Next.js, Java, Spring Boot, NestJS, Node.js

AREAS OF EXPERTISE

- Dashboard & Analytics Product Ownership
- Insights Products & Product Analytics
- Data Modeling & Data Platforms
- Insights Strategy Across Multiple Products
- Customer Workflow Discovery & Requirements
- Enterprise B2B SaaS Product Ownership
- Cross-Functional Execution & Alignment
- Hands-On Building in Cursor & Claude Code
- Data Quality & Validation Programs

PROFESSIONAL EXPERIENCE

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

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

Owned the data platform, migration and infrastructure product work for the next-generation FBO product, from data modeling and service architecture through observability, release control and the documentation of requirements across cross-functional delivery pipelines. Led quality engineering transformation by scaling automated testing frameworks, and accelerated development cycles using AI-enabled productivity tools.

- Engineered an API-based data services architecture with reusable RESTful API design and standardized service integrations, streamlined inter-service communication, and reduced system latency to enhance platform scalability, responsiveness, and overall efficiency.
- Led technical discovery into a legacy monolithic aviation platform and its transition 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.
- Automated the data-injection ETL and customer data mapping behind enterprise onboarding, applying the data modeling that made each source system land correctly, and moved capacity from over two weeks per customer to three customers per day.
- Directed a feature parity program for TFBO Next-Gen by translating customer 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 across cross-functional delivery.

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.

- Built and shipped a production LaunchDarkly API–based JavaScript web application hands-on in Cursor rather than handing engineering a spec, enabled centralized feature flag governance, monitoring and control, reduced subscription costs, and achieved a 7% reduction in team OPEX.
- 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%.

World Kinect, Miami, FL 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.

- Spearheaded integrations connecting four major accounting platforms and two loyalty/rewards program partners into FBO360, mapping each partner's data model into the product and expanding platform capabilities to enable new customer acquisition and market penetration.
- Supported enterprise aviation ERP product operations by executing cross-functionally with data, engineering, design, QA, and business stakeholders to enhance system reliability, scalability, and user experience across FBO360 deployments.

Business Intelligence Intern (2022)

Delivered business intelligence and analytics work across multiple product surfaces by developing interactive dashboards, performing data modeling, and generating the actionable insights that informed product and business decisions.

- Engineered seven Tableau dashboards on Snowflake SQL data modeled 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) 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 to validate product-market fit and accelerate early adoption across SaaS engineering teams.
- 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 (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