

DARSH SHAH

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EDUCATION

2022-2024	KELLOGG SCHOOL OF MANAGEMENT NORTHWESTERN UNIVERSITY <i>Master of Business Administration (MBA), Class of June 2024</i> - Concentrations: Strategy, Finance, Managing Organizations Dean's List Recipient GMAT: 770 - Led key initiatives at (1) Entrepreneurship & Venture Capital Club and (2) Kellogg Student Association	Evanston, IL
2013-2016	NARSEE MONJEE COLLEGE OF COMMERCE AND ECONOMICS MUMBAI UNIVERSITY <i>Bachelor of Commerce (Major in Finance)</i> Launched Entrepreneurship Cell, achieved participation from 250+ members within one year CGPA: 6.62/7.00	Mumbai, India

EXPERIENCE

Jun-Aug 2023	PASS+ (Vertical B2B SaaS - Marketing Automations Platform with 25K paying subscribers) <i>Chief of Staff to CEO (MBA Summer Intern)</i> - Drove \$500K EBITDA growth by spearheading comprehensive pricing strategy, securing leadership buy-in for three-tier price increase, and orchestrating successful cross-functional implementation - Performed quantitative and qualitative user research to launch introductory reverse-free trial plan, increasing landing page traffic by 75% and annual subscription revenue by \$300K	Los Angeles, CA
2021-2022	SHARECHAT (Google-backed \$5Bn hypergrowth startup; short video platform with 180M MAU) <i>Manager, Special Projects (CEO's Office) & Strategic Finance</i> <i>Special Projects</i> - Enhanced ML Research talent acquisition by analyzing interview-to-offer acceptance data from ATS, optimizing employer branding strategy, and revising compensation packages, improving offer acceptance rates by 30% - Led cross-functional 20-member team across Engineering, Sales, and Operations to design and implement internal CRM platform, managing concept-to-launch process in 3 months and achieving 99% adoption rate through strategic change management and tailored training programs <i>Strategic Finance</i> - Spearheaded \$255M Series G fundraise from Google by building and defending a robust financial model, coordinating with financial and legal due diligence teams, and providing critical insights to C-suite executives - Optimized revenue forecasting dashboard, providing C-suite and Sales daily insights, achieving 95% prediction accuracy and 20% improved reliability, enabling proactive interventions and quarterly target attainment - Led annual and quarterly financial forecasting for New Initiatives, translating business insights and key assumptions into financial business cases, facilitating strategic decisions for \$50M investment decisions - Ranked top 1% among 2,000 employees, earning accelerated promotion outside of the regular appraisal cycle	Bengaluru, India
2020-2021	COVID FIGHTERS INDIA (Crowdsourcing platform for medical infrastructure availability with 15K+ users) <i>Co-Founder (Side Project during pandemic)</i> Engineered real-time platform parsing and pushing crowdsourced medical infrastructure data from 15K+ Discord users, disseminating via Twitter, Instagram, and Telegram to over 2M+ users during healthcare crisis	Remote
2017-2021	RAINSHINE ENTERTAINMENT (Global internet media player with interests in content and gaming) <i>Manager, Corporate Development & FP&A</i> - Developed advanced financial models and risk-adjusted valuation analyses for \$75M+ in acquisitions, enhancing decision-making process and improving ROI by 15% across completed deals - Spearheaded post-merger integration of 5 entities, restructuring costs and implementing centralized shared staffing system, driving \$5M profit increase through group-level synergies and efficiencies - Cultivated relationships with senior executives at 20+ target companies, building robust acquisition pipeline and facilitating successful closure of 3 strategic deals valued at \$50M within 18 months <i>Assistant Manager, Financial Planning & Analysis</i> - Built revenue model and financial forecast for gaming-as-a-service product, conducting market sizing and defining key metrics, directly influencing \$1M investment decision in mobile game development	Mumbai, India

ADDITIONAL DATA

- **Skills:** Data Analysis (SQL, Tableau, PowerBI), Financial Modeling (3-statement, Budgets and Forecast models)
- **Interests:** Improv games, Strength training, Electronic music production, Craft coffee brewing