

DARSH SHAH

North Carolina | 224.706.4188 | darsh.shah981@gmail.com

PROFESSIONAL EXPERIENCE

Oct 2024 - Present	EPIC GAMES <i>Senior Financial Analyst</i> - Used an AI credits planning model to align Product and Engineering leadership on cache-rate, pricing, and inference-cost targets, making cost an engineering KPI while supporting 50% gross margin and avoiding ~\$25M downside risk - Presented recurring Unreal Engine close and QBR analyses to leadership, explaining royalty, licensing, and bookings variances that informed budget reallocations, investment reviews, headcount decisions, and revenue-risk calls - Quantified Unreal Engine's mobile and China market opportunity across 38,000 games, creating missing-market assumptions that informed ~\$15M in China team investment, annual planning targets, and a China mobile project - Recommended shifting \$15M+ in 3D asset marketplace minimum guarantees toward smaller creator deals, using 500+ asset and 50+ publisher-deal analysis to show 4x higher observed ROI for product and content leadership	North Carolina
2023	PASS+ (B2B SaaS, 25K users) <i>Chief of Staff to CEO (MBA Summer Intern)</i> - Drove \$500K in annualized EBITDA growth by raising effective prices, reshaping the free tier, and reducing bundled storage across three B2B SaaS plans while managing migration risk with marketing and customer success - Redesigned PASS+'s free-trial model into a reverse free trial after identifying conversion drop-off and churn risk, lifting paid conversion by ~25% and generating \$390K in annualized gross profit	Los Angeles, CA
2021 - 2022	SHARECHAT (Google-backed platform, 180M MAU) <i>Manager, Strategic Finance</i> - Owned revenue planning for ShareChat's \$255M Series G across self-serve, programmatic, and direct ad sales lines, translating business-unit forecasts into investor diligence materials and updates - Improved weekly sales and quarterly business reviews by replacing manual Google Sheets reporting with a Salesforce revenue forecast, increasing pipeline-risk visibility and keeping monthly forecasts within 5% of actuals - Shaped the business case for ShareChat's live audio virtual gifting product, tying creator payouts and contribution margin to feature and investment decisions as monthly GMV grew from ~\$1M to ~\$5M - Set bulk inventory discount recommendations for a closed \$50M+ annual advertising deal, balancing committed spend, ad-yield tradeoffs, and revenue predictability for Sales and Commercial leaders	Bengaluru, India
2017 - 2021	RAINSHINE ENTERTAINMENT (Media/Gaming Investment Platform) <i>Manager, Corporate Development and Finance</i> - Built acquisition P&Ls and post-close operating plans for \$75M+ in studio acquisitions, translating diligence assumptions into integration budgets, synergy targets, and finance review materials - Tracked synergy realization across 5 acquired content businesses, helping convert shared-staffing and vendor-renegotiation plans into \$20M-\$30M in realized annual cost reductions	Mumbai, India

EDUCATION

2022-2024	KELLOGG SCHOOL OF MANAGEMENT NORTHWESTERN UNIVERSITY <i>Master of Business Administration, MBA</i> Concentrations: Strategy, Finance, Managing Organizations Dean's List Recipient GMAT: 770	Evanston, IL
2013-2016	NARSEE MONJEE COLLEGE OF COMMERCE AND ECONOMICS MUMBAI UNIVERSITY <i>Bachelor of Commerce (Major in Finance)</i> Founding team, Entrepreneurship Cell (250+ members in one year) CGPA: 6.62/7.00	Mumbai, India

ADDITIONAL

AI Enablement at Work:

- Lead Claude Code enablement for 20 finance and business users at Epic through finance-focused curriculum, live trainings, verification loops, and team prompt repositories
- Enable non-technical finance users to query Workday, Salesforce, and Databricks data through schema-aware Claude Code skills, reducing hallucinated queries and analytics-team dependency across 10+ recurring workflows
- Created a GitHub Actions/Docker deployment path for finance-built Streamlit apps on internal SSO-protected infrastructure

Technical Side Project:

- Building Cadence, a local Whisper-powered transcription app for capturing spoken notes and converting them into structured text

Tools:

- Excel, Workday, Salesforce, SQL, Python, Tableau, PowerBI, Retool, APIs