

DARSH SHAH

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PROFESSIONAL EXPERIENCE

Oct 2024 - Present	EPIC GAMES <i>Senior Financial Analyst</i> - Owned finance review for 5-6 monthly Unreal Engine deal quotes and approvals, using royalty guardrails to help deal teams structure negotiations and raise weighted average royalty rates from <1% to ~3% across a \$350M-\$400M base - Created a royalty guardrail and approval matrix for Unreal Engine game deals, defining exemption thresholds, upfront payments, and royalty-rate triggers that reduced repeat CRO/leadership escalations - Set margin floors and sales guidance for Epic's AI credits platform by modeling API costs, usage, cache hit rates, and customer data, shaping retail and enterprise pricing while avoiding ~\$25M in annualized downside risk - Collected \$2M in royalty leakage by reconciling signed commercial terms, market release signals, and Workday payment data across 40 contracts, flagging missed launch obligations and incorrect royalty rates	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, giving users the paid experience before conversion and using customer success outreach to lift paid conversion by ~25% and generate \$390K in annualized gross profit	Los Angeles, CA
2021 - 2022	SHARECHAT (Google-backed platform, 180M MAU) <i>Manager, Strategic Finance</i> - Set bulk inventory discount recommendations for a closed \$50M+ annual advertising deal, using committed spend and ad-yield tradeoffs to help Sales and Commercial leaders finalize pricing and commercial terms - Rolled out Salesforce as the source of truth for 100+ ad sales reps, designing discount approval routing and sales-to-legal-to-finance-to-ad-operations handoffs for insertion orders, committed spend, rev rec, and inventory availability - Owned revenue planning for ShareChat's \$255M Series G across self-serve, programmatic, and direct ad sales lines, translating pipeline, pricing, and revenue-quality inputs for a 180M MAU platform into investor diligence materials	Bengaluru, India
2017 - 2021	RAINSHINE ENTERTAINMENT (Media/Gaming Investment Platform) <i>Manager, Corporate Development and Finance</i> - Built deal structures, diligence models, and acquisition P&Ls for \$75M+ in studio acquisitions, partnering with tax experts before close and translating approved deals into post-close budgets - Modeled post-acquisition synergy cases across 5 acquired content businesses, helping convert deal assumptions into \$20M-\$30M in annual cost reductions and operating-plan targets	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:

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