

DARSH SHAH

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PROFESSIONAL EXPERIENCE (IN ORDER OF RELEVANCE)

Oct 2024 - Present	EPIC GAMES (<i>Unreal Engine; AI Creator Tools</i>) Finance & Strategy, Creator Tools - Own forecasting and unit-economics modeling for Epic's AI Creator tools, building the consumption-based pricing and margin model (per-call cost, cache-hit rates, segment usage) that set launch guidance and removed ~\$25M in annualized margin risk - Run the recurring close and quarterly actuals-vs-forecast reviews for Unreal Engine, explaining royalty, licensing, and bookings variances to senior leadership and translating them into budget reallocations, investment reviews, and revenue-risk decisions - Partner across product, GTM, and finance to evaluate roadmap and pricing trade-offs, turning usage thresholds and exceptions into clear investment and launch recommendations for executives - Built self-serve Claude Code and AI workflows for 20+ finance and business users, automating recurring Workday, Salesforce, and Databricks analyses to speed decision support	Remote
2017 - 2021	RAINSHINE ENTERTAINMENT (<i>Media/Gaming Investment Platform</i>) Corporate Development and Finance, Manager - Led the financial evaluation of international market-entry investments, including a \$3M bet on a Nepali-language streaming platform - sizing the addressable market and building an offline subscriber-onboarding model to overcome low regional online-payment penetration - Built revenue and unit-economics models (LTV, churn, retention, CAC) and investment cases that underpinned a \$1M gaming-as-a-service decision and a \$3M content-platform launch, assessing trade-offs for executives - Translated \$75M+ in acquisition and content-IP deals into post-close budgets, synergy targets, and integration plans presented to executives and the board	Mumbai, India
2021 - 2022	SHARECHAT (<i>Google-backed social platform, 180M MAU</i>) Strategic Finance, Manager - Built ShareChat's first 3-month revenue-forecasting and business-planning process (Salesforce schema, approval flow, reporting outputs), holding monthly revenue within 5% of actuals - Built the sales-capacity and scenario model for a 6-month expansion from 50 to 200 reps against a \$300M plan, setting channel mix, region sequencing, and productivity-ramp assumptions under high ambiguity - Built the LTV/CAC and return-on-spend case for the live social audio business, sizing acquisition budgets and helping scale it to \$60M ARR - Partnered across Sales, Legal, Finance, and Ad-Ops to make Salesforce the single source of truth for 100+ reps, closing data gaps across the deal lifecycle	Bengaluru, India
2023	PASS+ (<i>Vertical SaaS platform, 25K users</i>) Chief of Staff (MBA Intern) Repriced three SaaS plans around usage, storage cost, and churn risk while managing customer migration, shaping \$500K in annualized EBITDA growth	Los Angeles, CA

EDUCATION

2022-2024	NORTHWESTERN UNIVERSITY KELLOGG SCHOOL OF MANAGEMENT Master of Business Administration (MBA) Concentrations: Strategy and Finance Dean's List Recipient GMAT: 770	Evanston, IL
2013-2017	INSTITUTE OF CHARTERED ACCOUNTANTS OF INDIA Chartered Accountant <i>Cleared all exams in first attempt (top 1% across ~130k candidates)</i>	New Delhi, India
2013-2016	NARSEE MONJEE COLLEGE OF COMMERCE AND ECONOMICS MUMBAI UNIVERSITY Bachelor of Commerce (Major in Finance) CGPA: 6.62/7.00	Mumbai, India

ADDITIONAL

Tools

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

Side Projects

- Built a GitHub Actions/Docker path for finance-built Streamlit apps on internal SSO infrastructure, turning analyst prototypes into governed, self-serve tools