

DARSH SHAH

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PROFESSIONAL EXPERIENCE (IN ORDER OF RELEVANCE)

Oct 2024 - Present	EPIC GAMES (<i>AI developer & creator tooling</i>) Product Manager Agentic Tech Development <i>through role expansion</i> - Interviewed 20+ finance and business users to map workflows, pain points, and data constraints, then owned the roadmap for an internal AI-agent product that turns natural-language questions into trusted, auditable analyses - Shipped schema-aware agent skills that let non-technical users self-serve answers from Workday, Salesforce, and Databricks, replacing analyst ticket queues across 10+ recurring close, forecasting, and reporting workflows - Decided where AI agents improve outcomes vs. where determinism and human control matter, building verification loops and guardrails that kept outputs accurate enough for finance to trust - Drove adoption to 20+ active users and shipped deployment rails (GitHub Actions/Docker on SSO infrastructure) so the team ships its own governed tools, tracking adoption and reuse as the core success metric Finance & Strategy AI Creator Tools, Unreal Engine - Built the consumption-based pricing model (per-call cost, cache-hit rates, usage) that shipped as launch pricing for Epic's AI Creator Tools, protecting ~50% gross margin and removing ~\$25M in annualized margin risk - Ran discovery across 38,000 games to size Unreal Engine's mobile and China opportunity, turning the gap analysis into a new mobile product initiative and ~\$15M of investment	Remote
2021 - 2022	SHARECHAT (<i>Google-backed social platform, 180M MAU</i>) Product Manager, Live Social Audio <i>through role expansion</i> - Leveraged user personas, qualitative and quantitative research, and data insights to launch a creator monetization product, lifting retention 50% and daily streamed minutes by 1.6B (~\$14.4M revenue impact) - Owned the roadmap and PRDs for a live-audio gaming engagement feature end-to-end, securing engineering bandwidth and owning feature P&L; raised app-level average daily time spent ~2 min across 40M DAU - Stood up the support experience (JIRA service desk, Confluence self-serve, response SLAs), cutting customer complaints 38% Strategic Finance, Manager - Built ShareChat's first revenue-forecasting and planning workflow (Salesforce schema, approval routing, reporting), adopted across 100+ reps and holding monthly revenue within 5% of actuals - Made Salesforce the single source of truth for 100+ ad-sales reps by designing Sales-to-Legal-to-Finance-to-Ad-Ops handoffs, driving 99% adoption and closing deal-data gaps	Bengaluru, India
2023	PASS+ (<i>Vertical SaaS platform, 25K users</i>) Chief of Staff (MBA Intern) Redesigned the free trial into a reverse free trial using churn-risk analysis and 20 user interviews, lifting paid conversion ~25% and adding \$390K in annualized gross profit	Los Angeles, CA
2017 - 2021	RAINSHINE ENTERTAINMENT (<i>Media/Gaming Investment Platform</i>) Corporate Development and Finance, Manager Built the revenue model and business case for a gaming-as-a-service product, defining LTV, churn, retention, and CAC benchmarks to support the launch and a \$1M investment decision	Mumbai, India

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, Figma, JIRA, Salesforce, Workday, APIs

Side Projects

- Cadence: a local-first, Whisper-powered desktop app I am building that turns rambling voice memos into clean, structured notes and action items, fully on-device
- Personal writing harness: a multi-stage agentic pipeline (Claude Code skills) I am building that takes a raw idea through gating, voice-matched drafting, and an automated fact-check into publish-ready essays at darshshah.xyz