

DARSH SHAH

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PROFESSIONAL EXPERIENCE (IN ORDER OF RELEVANCE)

Oct 2024 - Present	EPIC GAMES (<i>AI developer & creator tooling</i>) Finance & Strategy Deploying AI Agents into Finance Workflows - Led adoption of AI agents across Epic finance end to end - ran kickoff, workshops, and hands-on trainings that onboarded 20+ non-technical users onto Claude Code, then drove them from first use to daily reliance - Translated business goals into intelligent agent workflows, building schema-aware skills that let non-technical partners self-serve answers from Workday, Salesforce, and Databricks across 10+ close, forecasting, and reporting processes - Served as the constant feedback loop to engineering, turning user friction and edge cases into product improvements and verification rules that made agent outcomes reliable enough to trust - Shipped the deployment rails (GitHub Actions/Docker on SSO-protected infrastructure) that promote finance-built prototypes into governed production tools, so the team ships its own automation without waiting on engineering - Own the forecasting and unit-economics models for Epic's AI Creator Tools, partnering across Product, Engineering, and GTM to turn pricing and usage trade-offs into decisions	Hybrid
2021 - 2022	SHARECHAT (<i>Google-backed social platform, 180M MAU</i>) Strategic Finance & Revenue Operations, Manager - Drove org-wide Salesforce adoption across ~400 sales users - interviewed users to scope requirements, supervised the build, and ran rollout and trainings to reach 99% adoption in 3 months, making it the revenue source of truth - Launched a live-audio monetization product for creators from user personas and qualitative and quantitative research, increasing daily streamed minutes by 1.6B (~\$14.4M revenue impact) - Set bulk-inventory discount terms for a closed \$50M+ annual advertising deal, partnering with Sales and Commercial leaders to balance committed spend, ad-yield trade-offs, and revenue predictability	Bengaluru, India
2014 - 2017	GRANT THORNTON (<i>top-5 global public accounting firm</i>) Audit & Assurance Articled Assistant (Chartered Accountancy) - Led end-to-end financial-statement audits under PCAOB-level scrutiny across many clients and industries, building a first-principles grasp of how accounting actually gets done - the foundation Basis is reinventing - Earned the firm's Performance Recognition Award (~100 recipients across 5,000+ employees in 200+ offices) for accuracy and audit rigor	Mumbai, India
2023	PASS+ (<i>Vertical SaaS platform, 25K users</i>) Chief of Staff (MBA Intern) Shaped \$500K in annualized EBITDA growth by repricing three SaaS plans around usage, storage cost, and churn risk while managing customer migration with marketing and customer success	Los Angeles, CA
2017 - 2021	RAINSHINE ENTERTAINMENT (<i>Media/Gaming Investment Platform</i>) Corporate Development and Finance, Manager 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

EDUCATION

2022-2024	NORTHWESTERN UNIVERSITY KELLOGG SCHOOL OF MANAGEMENT Master of Business Administration (MBA) Concentrations: Strategy and Finance Dean's List GMAT: 770	Evanston, IL
2013-2017	INSTITUTE OF CHARTERED ACCOUNTANTS OF INDIA Chartered Accountant (CA) Cleared all exams in first attempt (top 1% across ~130k candidates)	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

- Claude Code, prompt engineering, Python, SQL, Excel, Salesforce, Workday, Databricks, Tableau, APIs

Side Projects

- Personal writing harness: a multi-stage agentic pipeline (Claude Code skills) I built that takes a raw idea through gating, voice-matched drafting, and an automated fact-check into publish-ready essays at darshshah.xyz
- 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