

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 Building AI Agents for Finance & Accounting Workflows - Rebuilt Epic finance's recurring workflows on AI agents - onboarded 20+ non-technical users onto Claude Code with hands-on prompt engineering and verification loops that make LLM outcomes reliable and reviewable - Partnered with engineering to build schema-aware agent skills that read and push code against Workday, Salesforce, and Databricks, turning accountants' and analysts' needs into agent workflows across 10+ close and reporting processes - Own the forecasting and unit-economics models for Epic's AI Creator Tools - a consumption-based pricing model (per-call cost, cache-hit rates, usage) that set launch pricing and removed ~\$25M in annualized margin risk - Run the recurring close and quarterly actuals-vs-forecast reviews for Unreal Engine, rigorously working through edge cases and prioritizing the highest-impact issues for leadership	Remote
2014 - 2017	GRANT THORNTON (<i>top-5 global public accounting firm</i>) Audit & Assurance Articled Assistant (Chartered Accountancy) - Led financial-statement audits end to end under PCAOB-level regulatory scrutiny across many clients in multiple industries, owning the work from planning and testing through financial statement preparation - Earned the firm's Performance Recognition Award (~100 recipients across 5,000+ employees in 200+ global offices) for accuracy, attention to detail, and audit rigor	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 - Owned revenue planning for ShareChat's \$255M Series G, translating business-unit forecasts into board and investor diligence materials with the precision the raise demanded - Made Salesforce the revenue source of truth for ~400 sales reps by designing the approval routing and Sales-to-Legal-to-Finance-to-Ops handoffs, driving 99% adoption and improving deal-data completeness	Bengaluru, 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	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, breaking complex transactions into clear, repeatable workpapers for executives and the board - 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	Mumbai, India

EDUCATION

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
2022-2024	NORTHWESTERN UNIVERSITY KELLOGG SCHOOL OF MANAGEMENT Master of Business Administration (MBA) Concentrations: Strategy and Finance Dean's List GMAT: 770	Evanston, IL
2013-2016	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, Databricks, Workday, Salesforce, 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