

DARSH SHAH

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PROFESSIONAL EXPERIENCE (IN ORDER OF RELEVANCE)

Oct 2024 - Present	EPIC GAMES <i>(AI developer & creator tooling)</i> AI Operations & Enablement Agentic Workflows - Stood up Epic finance's first agentic operating layer, onboarding 20+ non-technical users onto Claude Code with a finance-specific curriculum, live trainings, verification loops, and a shared library of reusable agent skills - Built schema-aware agent skills that let non-technical partners self-serve answers from Workday, Salesforce, and Databricks, replacing analyst ticket queues across 10+ close, forecasting, and reporting workflows - Shipped the deployment rails (GitHub Actions/Docker on SSO-protected infrastructure) that promote finance-built prototypes into governed production tools, tackling AI data reliability and shared-skill management at scale - Wired verification loops and QA checks into every skill and iterated on user feedback, so agent accuracy and adoption compounded as more of the team's recurring work moved onto the shared AI stack Finance & Strategy Forecasting, Pricing & Usage Data - Own the core 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 - Partner across Product, Engineering, and GTM to turn roadmap, usage-threshold, and pricing trade-offs into investment and launch business cases, making inference cost an engineering KPI while protecting ~50% gross margin	Remote
2021 - 2022	SHARECHAT <i>(Google-backed social platform, 180M MAU)</i> Strategic Finance & Revenue Operations - 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) - Designed and ran A/B tests on the self-serve B2B advertising site with the product team, using the findings to streamline the funnel - cutting drop-offs ~35% and adding 120K+ monthly sign-ups	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 - Championed an org-wide data practice by building a proprietary Python program that automated ingestion from 10+ sources into a centralized data lake, improving data reliability and analyst self-service - Drove post-merger integration of five companies, building a centralized internal system for group-wide resource-sharing that grew profit by \$2.5M	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 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, Python, SQL, APIs, Databricks, Retool, Tableau, PowerBI, Salesforce, Workday, GitHub Actions, Docker

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