

DARSH SHAH

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PROFESSIONAL EXPERIENCE (IN ORDER OF RELEVANCE)

Oct 2024 - Present	EPIC GAMES (<i>consumption-priced AI creator tooling</i>) Finance & Strategy Forecasting, Pricing & FP&A, AI Creator Tools - 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 - Run the recurring close and quarterly actuals-vs-forecast reviews for Unreal Engine, turning royalty, licensing, and bookings variances into budget reallocations, headcount decisions, and course-corrections against plan for leadership - 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 - Quantified Unreal Engine's mobile and China market opportunity across 38,000 games, turning missing-market assumptions into ~\$15M of team investment and annual planning targets Agentic Finance Built the Finance Org's Internal Tooling on AI Agents - Stood up Epic finance's first agentic operating layer, onboarding 20+ non-technical finance and business users onto Claude Code with a finance-specific curriculum, verification loops, and a shared library of reusable agent skills - Built schema-aware agent skills that let finance partners self-serve answers from Workday, Salesforce, and Databricks, cutting manual pulls and analyst queues across 10+ close, forecasting, and reporting workflows - Shipped the deployment rails (GitHub Actions/Docker, SSO-protected) that turn finance-built prototypes into governed, reliable production tools, letting the team ship its own automation without engineering	Remote
2021 - 2022	SHARECHAT (<i>Google-backed social platform, 180M MAU</i>) Strategic Finance, Manager - Owned revenue planning for ShareChat's \$255M Series G across self-serve, programmatic, and direct ad-sales lines, translating business-unit forecasts into board and investor diligence materials - 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 headcount, channel mix, and productivity-ramp assumptions under high ambiguity - Set bulk-inventory discount recommendations for a closed \$50M+ annual advertising deal, balancing committed spend, ad-yield trade-offs, and revenue predictability for Sales and Commercial leaders	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 - 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, framing 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

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

- SQL, Python, Databricks, Tableau, PowerBI, Excel, 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