

DARSH SHAH

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PROFESSIONAL EXPERIENCE (IN ORDER OF RELEVANCE)

Oct 2024 - Present	EPIC GAMES (<i>consumption-priced AI creator tooling</i>) Strategic Finance <i>Forecasting, Planning & FP&A, AI Creator Tools</i> - Re-priced Epic's AI Creator Tools from a flat fee to a consumption model (per-call, cache-hit, usage) after variable inference costs eroded unit economics, removing ~\$25M in annualized margin risk and holding ~50% gross margin - Own the operating-expense and headcount budget for the AI Creator Tools team, running the rolling opex and cash-flow/runway forecast that paces hiring and spend against plan and flags variances to leadership early - 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 - Partner across Product, Engineering, and GTM to turn roadmap, usage-threshold, and pricing trade-offs into investment and launch business cases, surfacing risk and opportunity early Additional Scope – Special Projects <i>Automated the Finance Org's FP&A Tooling on AI Agents</i> - 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 with verification loops that let finance partners self-serve from Workday, Salesforce, and Databricks, cutting manual pulls across 10+ close, forecasting, and reporting workflows - Shipped SSO-protected deployment rails (GitHub Actions/Docker) that turn finance-built prototypes into governed, reliable production tools	Remote
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) that became finance's single source of truth, holding monthly revenue within 5% of actuals - Owned revenue planning for ShareChat's \$255M Series G across self-serve, programmatic, and direct ad-sales, translating business-unit forecasts into board and investor diligence materials - 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 ad 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) Built the business case to reprice three SaaS plans around usage, storage cost, and churn risk while managing customer migration, shaping ~\$500K in annualized EBITDA growth	Los Angeles, CA
2017 - 2021	RAINSHINE ENTERTAINMENT (<i>media/gaming investment platform</i>) Corporate Development & FP&A, Manager - Built 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 - Automated finance and performance data from 10+ sources into a centralized Python data lake, cutting manual reporting pulls and giving the team one reconciled dataset	Mumbai, India

EDUCATION

2022-2024	NORTHWESTERN UNIVERSITY KELLOGG SCHOOL OF MANAGEMENT Master of Business Administration (MBA) Concentrations: Strategy & Finance · Dean's List · 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

ADDITIONAL

Tools

- Claude Code, SQL, Python, Databricks, Tableau, PowerBI, Excel, Salesforce, Workday

Side Projects

- gpt-researcher skill: an agentic deep-research tool (Claude Code) that fans out web queries and returns cited, current answers - the kind of AI-automated research workflow finance can self-serve
- Cadence: a local-first, Whisper-powered desktop app that turns rambling voice memos into clean, structured notes and action items, fully on-device