

DARSH SHAH

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PROFESSIONAL EXPERIENCE

Oct 2024 - Present	EPIC GAMES (<i>consumption-priced AI creator tooling</i>) Finance & Strategy Infrastructure Economics & AI Creator Tools - Own the financial model and unit economics for Epic's AI Creator Tools — a consumption-based model (per-call costs, cache-hit rates, execution time) — defining cost-per-call and cost-per-output metrics, setting launch pricing, and removing ~\$25M in annualized margin risk at ~50% gross margin - Partner across Engineering and Product to translate roadmap, caching, and usage-threshold decisions into COGS forecasts and launch business cases — making infrastructure cost-per-call an EPD-owned KPI, not a post-launch surprise - Run quarterly close and actuals-vs-forecast reviews for Unreal Engine, turning compute, licensing, and royalty variances into budget reallocations and course-corrections for engineering and finance leadership - Modeled ~\$20M in GCP compute capacity for Epic's 3D image and asset generation product launch — forecasting instance requirements and reserved-vs-spot trade-offs to right-size AI infrastructure spend before commitment Agentic Finance Self-Service Cost & Data Tooling for Finance and EPD - Built Epic finance's first agentic operating layer, onboarding 20+ non-technical finance and EPD 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 and EPD partners self-serve cost, usage, and forecasting data from SQL, Databricks, Salesforce, and Workday — cutting manual pulls across 10+ close and reporting workflows - Shipped SSO-protected deployment rails (GitHub Actions/Docker) that turn finance-built prototypes into governed, reliable production tools without requiring engineering support	Remote
2021 - 2022	SHARECHAT (<i>Google-backed social platform, 180M MAU</i>) Strategic Finance, Manager - Built ShareChat's first driver-based revenue forecasting process — Salesforce schema, approval flow, and reporting pipeline — holding monthly revenue within 5% of actuals across a high-growth, multi-product ad business - Owned revenue and financial planning for ShareChat's \$255M Series G, translating business-unit forecasts into board and investor diligence materials and building the auditability and reporting layer for a pre-raise startup - Set bulk-inventory discount recommendations for a \$50M+ annual ad deal, balancing committed spend, yield trade-offs, and revenue predictability for Sales and Commercial leaders	Bengaluru, India
2023	PASS+ (<i>Vertical SaaS, 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 & Finance, Manager - Built unit-economics models (LTV, churn, retention, CAC) and investment cases underpinning a \$1M gaming-as-a-service decision and a \$3M content-platform launch, framing trade-offs for executives - Automated finance and performance data from 10+ sources into a centralized Python data lake, cutting manual reporting pulls and standardizing the team's source of truth	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
2013-2016	NARSEE MONJEE COLLEGE OF COMMERCE AND ECONOMICS MUMBAI UNIVERSITY Bachelor of Commerce (Finance)	Mumbai, India

ADDITIONAL

Tools

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

Side Projects

- gpt-researcher skill: agentic deep-research tool (Claude Code) that fans out web queries and returns cited, current answers — finance and EPD self-serve automation at scale
- Cadence: local-first, Whisper-powered desktop app that turns voice memos into clean, structured notes and action items, fully on-device