

DARSH SHAH

224.706.4188 | darsh.shah981@gmail.com | [GitHub](#) | [Website](#) | [LinkedIn](#)

WHY CURSOR

Sales finance operator - scaled a sales org from 50 to 200 reps against a \$300M plan, holding monthly forecasts within 5% of actuals, and restructuring commissions to lift productivity. I currently own unit economics for agentic game development products at Epic Games, and build with coding agents daily. Cursor product is a part of my daily workflow, and I love the product and see limitless potential in this business and team.

EDUCATION

2022 - 2024	NORTHWESTERN UNIVERSITY KELLOGG SCHOOL OF MANAGEMENT <i>Master of Business Administration (MBA) Concentrations: Strategy & Finance Dean's List GMAT: 770</i>	Evanston, IL
2013 - 2016	NARSEE MONJEE COLLEGE OF COMMERCE AND ECONOMICS MUMBAI UNIVERSITY <i>Bachelor of Commerce (Finance)</i>	Mumbai, India

PROFESSIONAL EXPERIENCE

Oct 2024 - Present	EPIC GAMES (<i>Game Dev Tools</i>) Finance Business Partner GTM Planning, Pricing & Reporting - Analyzed Unreal Engine sales-rep productivity by region, isolated AAA-studio license-renewal cycles as the key driver, and timed GTM coverage and quota targets to each region's pattern, yielding [ADD VERIFIED PRODUCTIVITY IMPACT] - Presented recurring Unreal Engine close and QBR analyses to leadership, tracing royalty, licensing, and bookings variances to budget reallocations, headcount decisions, and revenue-risk calls across [ADD VERIFIED BUDGET / HEADCOUNT SCOPE] - Recommended launch pricing and packaging for Epic's agentic Game Dev Tools, translating usage and cost-to-serve scenarios into ~50% gross-margin targets and mitigating ~\$25M in downside risk - Built a finance data pipeline with an HTML reporting harness, replacing Day 1 PPT reporting with live artifacts and cutting reporting lead time from 2+ days to ~1 hour - Led Claude Code adoption for 20+ finance and business users, pairing curriculum and source checks with reusable skills so teams could verify and reuse analyses across 10+ close, forecasting, and reporting workflows	Hybrid
2021 - 2022	SHARECHAT (<i>Google-backed short video platform, 180 million MAU</i>) GTM Strategy & Finance, Manager - Built the sales-capacity and quota 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 - Restructured the rep commission curve and launched a festive-season incentive fund, tying payout to performance through peak demand cycles and yielding [ADD VERIFIED PRODUCTIVITY LIFT] - Built ShareChat's first driver-based revenue forecast from Salesforce pipeline, booked-campaign, and ad-inventory data, keeping monthly forecasts within 5% of actuals across a high-growth ads business - Engineered the ads-product financial model that secured a \$10M quarterly performance-marketing budget by setting LTV/CAC and payback targets for profitable scale-up - Set bulk-inventory discount recommendations for a closed \$50M+ annual ad deal, balancing committed spend, yield tradeoffs, and revenue predictability for Sales and Commercial leaders	Bengaluru, India
2023	PASS+ (<i>Vertical SaaS platform, 25K users</i>) Chief of Staff MBA Intern Repriced three SaaS plans around usage, storage cost, churn risk, and 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 with LTV, churn, retention, and CAC inputs for a \$1M gaming-as-a-service decision and a \$3M content-platform launch, framing investment tradeoffs for executives	Mumbai, India

ADDITIONAL

Agentic Product Builds

- Built glm-codex-relay, translating Responses API requests into bounded GLM-5.2 worker runs with saved trace and review bundles for auditable delegation ([GitHub](#))

Certification & Tools

Chartered Accountant (ICAI) | Top 1% of ~130k candidates | Excel, SQL, Python, Databricks, Salesforce, Workday, Tableau, Power BI, Claude Code