

DARSH SHAH

Forward-deployed AI product operator - turns fuzzy problems into shipped, trusted, adopted AI systems

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

EDUCATION

2022-2024	NORTHWESTERN UNIVERSITY KELLOGG SCHOOL OF MANAGEMENT <i>Master of Business Administration (MBA)</i> Concentrations: Strategy and Finance Dean's List Recipient GMAT: 770	Evanston, IL
2013-2017	INSTITUTE OF CHARTERED ACCOUNTANTS OF INDIA <i>Chartered Accountant</i> 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 <i>Bachelor of Commerce (Major in Finance)</i> CGPA: 6.62/7.00	Mumbai, India

PROFESSIONAL EXPERIENCE (IN ORDER OF RELEVANCE)

Oct 2024 - Present	EPIC GAMES (<i>AI developer & creator tooling</i>) <i>Product Manager Agentic AI Workflows</i> through role expansion - Turned an open-ended "bring AI into finance" mandate into a shipped product: interviewed 20+ business users to define problem statements, user journeys, and success metrics, then owned the roadmap for an AI-agent product answering natural-language questions with trusted, auditable analyses - Shipped schema-aware agent skills that let non-technical users self-serve answers from Workday, Salesforce, and Databricks, replacing analyst ticket queues across 10+ recurring close, forecasting, and reporting workflows - Set evaluation criteria for where AI agents improve outcomes versus where determinism and human control matter, building verification loops and guardrails that kept outputs accurate enough for finance to trust - Ran rollout end to end - kickoff, workshops, trainings, and deployment rails (GitHub Actions/Docker on SSO infrastructure) - taking 20+ non-technical users from first use to daily reliance <i>Finance & Strategy AI Creator Tools, Unreal Engine</i> - Built the consumption-based pricing model (per-call cost, cache-hit rates, usage) that shipped as launch pricing for Epic's AI Creator Tools, protecting ~50% gross margin and removing ~\$25M in annualized margin risk	Remote
2021 - 2022	SHARECHAT (<i>Google-backed social platform, 180M MAU</i>) <i>Product Manager, Live Social Audio</i> - Launched a creator monetization product from user personas and qualitative + quantitative research, lifting retention 50% and daily streamed minutes by 1.6B (~\$14.4M revenue impact) - Owned the roadmap and PRDs for a live-audio gaming engagement feature end-to-end, securing engineering bandwidth and owning feature P&L; raised app-level average daily time spent ~2 min across 40M DAU <i>Manager, Special Projects & Strategic Finance (CEO's Office)</i> - Drove org-wide Salesforce adoption across ~400 sales users - interviewed users to scope requirements, supervised the build, and ran rollout and trainings - reaching 99% adoption in 3 months and making it the revenue source of truth - Conceptualized and launched an India-focused advertiser conference with a multi-channel campaign, generating \$8M+ in pipeline and securing two partnerships	Bengaluru, India
2023	PASS+ (<i>Vertical SaaS platform, 25K users</i>) <i>Chief of Staff (MBA Intern)</i> - Redesigned the free trial into a reverse free trial using churn-risk analysis and 20 user interviews, lifting paid conversion ~25% and adding \$390K in annualized gross profit - Repriced three SaaS plans around usage, storage cost, and churn risk, and led customer migration with Marketing and Customer Success, shaping ~\$500K in annualized EBITDA growth	Los Angeles, CA
2017 - 2021	RAINSHINE ENTERTAINMENT (<i>Media/Gaming Investment Platform</i>) <i>Corporate Development & Finance, Manager</i> Stood up a long-form journalism business line from zero, securing \$3M in funding, building the initial team and content pipeline, and setting product strategy	Mumbai, India

ADDITIONAL

Tools

- Claude Code, prompt engineering, SQL, Python, Databricks, Salesforce, Workday, JIRA, Confluence, Tableau, Figma, APIs

Side Projects

- Personal writing harness: a multi-stage agentic pipeline (Claude Code skills) that turns raw ideas into voice-matched, fact-checked, publish-ready essays
- Cadence: a local-first, Whisper-powered desktop app turning rambling voice memos into clean, structured notes and action items, fully on-device