

DARSH SHAH

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WHY CURSOR

Sales finance operator who built capacity, quota, and forecasting for a 50-to-200-rep expansion against a \$300M plan. I now apply that lens to Unreal Engine's developer platform and use Cursor daily to build finance tools.

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>Unreal Engine developer platform</i>) Senior Financial Analyst GTM Finance, Unreal Engine & AI Products - Recalibrated regional quotas and rebalanced enterprise sales coverage around renewal cycles, cutting the quota-attainment gap by 50% - Sized commercial, technical, and market-development headcount for a dedicated China organization based on market opportunity, informing a \$40M annual investment decision - Redesigned launch pricing and packaging for Epic's usage-based AI platform, aligning credit consumption with cost-to-serve to protect ~50% gross margin and eliminate ~\$25M in annualized downside risk - Raised weighted-average contracted royalty rates from <1% to ~3% across \$350M-\$400M in licensing deal value by overhauling pricing and approval guardrails Agentic Finance Internal Tooling & Enablement - Built an agent-assisted close and leadership reporting pipeline used by the CFO, cutting monthly report delivery from 2+ days to ~1 hour - Productized an agent workspace for 20+ nontechnical finance users, enabling secure self-service analysis across core data systems and saving 50+ team hours per week	Hybrid
2021 - 2022	SHARECHAT (<i>Google-backed platform, 180M MAU</i>) Manager, Strategic Finance Sales Planning & Revenue Operations - Planned and paced a 4x sales organization expansion from 50 to 200 reps against a \$300M revenue target, building capacity and ramp models with the CRO and regional leaders and partnering with Recruiting on hiring plans - Built ShareChat's first rolling three-month revenue forecast in Salesforce for weekly CRO sales reviews, keeping monthly forecasts within 5% of actuals and surfacing pipeline risks for timely intervention - Redesigned rep commissions and launched a peak-season incentive program, lifting weighted-average bookings per rep 25% versus the prior-year peak season - Owned the consolidated revenue plan for ShareChat's \$255M Series G, integrating self-serve, programmatic, and direct sales forecasts into the fundraising model and investor diligence - Co-led pricing and commercial terms with the Head of Agencies to close a \$50M+ annual advertising contract, balancing committed spend, inventory yield, and revenue predictability	Bengaluru, India
2023	PASS+ (<i>B2B SaaS, 25K users</i>) Chief of Staff to CEO MBA Summer Intern Drove ~\$500K in annualized EBITDA growth by repricing three B2B SaaS plans around usage, storage costs, and churn risk, then leading customer migration with the CEO, Marketing, and Customer Success	Los Angeles, CA
2017 - 2021	RAINSHINE ENTERTAINMENT (<i>Digital media investment platform</i>) Manager, Corporate Development and Finance Built acquisition P&Ls and post-close operating plans for \$75M+ in studio acquisitions, translating diligence assumptions into integration budgets, synergy targets, and finance review materials	Mumbai, India

ADDITIONAL

Tinkering on the Side

- Building Cadence, a local-only macOS meeting-notes app that captures system and microphone audio, transcribes with WhisperKit, and produces summaries and action items ([GitHub](#))
- Co-founded COVID Fighters India, a crowdsourced crisis-response service that verified real-time hospital-bed and oxygen availability from a 15K+ member network and generated 30M+ social impressions in one month