

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 & AI creator tools</i>) Senior Financial Analyst GTM Finance, Unreal Engine & AI Products - Analyzed Unreal Engine sales-rep productivity by region, isolating AAA-studio license-renewal cycles and using the pattern to time regional GTM coverage and quota targets - Run recurring close and QBR reviews for Unreal Engine, turning bookings, royalty, and licensing variances into budget reallocations, headcount decisions, and revenue-risk calls for leadership - Own unit economics for Epic's AI Creator Tools, setting launch pricing and cost targets that protect ~50% gross margin and avoid ~\$25M in downside risk - Recommended reallocating \$15M+ in marketplace minimum guarantees toward smaller creator deals after analysis of 500+ assets and 50+ publisher deals showed 4x higher observed ROI - Lead Claude Code enablement for 20 finance and business users, building reusable skills for self-service Workday, Salesforce, and Databricks analysis across 10+ recurring workflows	Hybrid
2021 - 2022	SHARECHAT (<i>Google-backed platform, 180M MAU</i>) Manager, Strategic Finance Sales Planning & Revenue Operations - 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 - Built ShareChat's first 3-month revenue-forecasting cadence in Salesforce, improving pipeline-risk visibility and holding monthly revenue forecasts within 5% of actuals - Restructured the rep commission curve and launched a festive-season incentive fund, aligning payouts with performance to lift sales productivity through peak demand cycles - 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 materials - Set pricing and bulk-inventory discounts for a closed \$50M+ annual advertising deal, balancing committed spend, ad-yield tradeoffs, and revenue predictability with Sales leaders	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 cost, 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

Technical Side Project

- Building Cadence, a local-only macOS meeting-notes app with system and microphone capture, WhisperKit transcription, local summaries, action items, and Markdown export ([GitHub](#))