

DARSH SHAH

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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>) <i>Finance Business Partner GTM Planning, Pricing & Reporting</i> - 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, explaining royalty, licensing, and bookings variances that informed budget reallocations, headcount decisions, and revenue-risk calls - 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 enablement for 20+ finance and business users with curriculum, review steps, source checks, and reusable skills across 10+ close, forecasting, and reporting workflows	Hybrid
2021 - 2022	SHARECHAT (<i>Google-backed short video platform, 180 million MAU</i>) <i>GTM Strategy & Finance, Manager</i> - 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 and lifting sales productivity through peak demand cycles - 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 - 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 diligence materials - 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>) <i>Chief of Staff MBA Intern</i> 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>) <i>Corporate Development & Finance, Manager</i> 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, a local relay that lets Codex run GLM-5.2 as a bounded worker by translating Responses API requests to Chat Completions and saving trace and review bundles ([GitHub](#))
- Built Cadence, a local-only macOS meeting-notes app with system and microphone audio capture, WhisperKit transcription, local summaries, action items, and Markdown export ([GitHub](#))

Certification & Tools

- Earned the Chartered Accountant (ICAI) credential in the top 1% of ~130k candidates; build with Excel, SQL, Python, Databricks, Salesforce, Workday, Tableau, Power BI, and Claude Code