Andrew Milnes

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EDUCATION

Northeastern University, D'Amore-McKim School of Business   Boston, MA
BS in Business Administration   May 2027
Concentration: **Finance**   GPA: 3.41
Awards and Activities: Northeastern Entrepreneurs Club; Dean's List;

Proctor Academy   Andover, NH
Alumni   May 2023
Awards and Activities: Rock-Climbing; Cross-Country Running; Alpine Ski Team; Robotics; Woods Team; Movie Club President; Dorm Leader; Honors Roll+;

EXPERIENCE

Coverys
Project Management and Process Optimization   July – December 2025
- Mapped and optimized the Facilities renewal workflow through 12+ stakeholder interviews, producing 480+ annual labor hours in efficiency gains.
- Coordinated underwriting intake/triage implementation by aligning UW leadership, running daily standups, and supporting Salesforce workflow enhancements that improved routing and reporting.
- Enhanced cross-team underwriting operations by resolving notification issues, improving onboarding documentation, and enabling UW access to PowerBI dashboards for loss-run and claims-reserve visibility.

Claro   www.claro.insure
Founder   June – November 2024
- Conducted in-depth interviews with 4 small business owners and 20 insurance agents to identify pain points, gather insights, and validate product features.
- Presented pitch at Cambridge AI hacks at Harvard and in the Northeastern Husky Start Up Challenge as part of the Entrepreneurs club.

Virtual Insurance Pro   Manchester, NH
Deal Origination Analyst   June – September 2023
- Launched a multichannel marketing campaign, finding a partner vendor to purchase an extensive agency lead list database from, and following up with warm leads to deliver an opportunity pipeline of 2 million dollars.

INEX Capital   Manchester, NH
Summer Analyst   June – September 2022
- Passed Corporate Finance Institute's Financial Modeling and Valuation Analyst certification and practiced DCF and Comparables valuation methods on past transactions conducted by the organization.
- Vetted DCF, debt payment and ratio analyses, along with pro forma P&Ls and valuations of 7 multi-million-dollar real estate leads for a buy-side broker.

Summer Analyst   June – September 2021
- Analyzed roughly $1 million of subsidiary revenue for more accurate recording of transactions.
- Optimized the company loan amortization spreadsheet to return more accurate and specific annual data.
- Routinely calculated and delivered IRR and other investor metrics to equity partners in real estate portfolio.
- Developed a dashboard spreadsheet for the company to view RE control-investment positions and returns.

Summer Analyst   June – September 2020
- Performed basic bookkeeping and reviewing of company and subsidiary financial statements.

- Organization of loan agreements and RE lease documents.

SKILLS + INTERESTS

Computer Skills: Microsoft Word, Excel, PowerPoint, Adobe Acrobat, QuickBooks, SEMrush, Salesforce

Certifications: CFI Financial Modeling & Valuation Analyst, CCIM Financial Spreadsheet Analysis Course, Excel Power User "Microsoft Excel from Beginner to Expert", PADI Scuba Certified, Tastyworks Options Trading

Interests: Scuba Diving, Skiing, Watches, Cardistry