

Andrew Leone

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EDUCATION

Arizona State University

Bachelor's, Finance

August 2024 - May 2028

GPA: 3.94

- Double Major: Business Data Analytics
- Awards: New American's Scholarship (\$58,000 total for 4 years) | W.P. Carey Dean's List Recipient (2 consecutive semesters), Arizona State University Leaders Academy Selectee (top 10% of business students)
- Relevant Courses: Managerial Finance | Managerial Accounting | Computer Information Systems | External Reporting | Management & Leadership | Risk Management | Business Administration | Data Analytics

PROFESSIONAL EXPERIENCE

COARE Companies

Private Equity Intern

Remote (Miami, FL, USA)

August 2025 - Present

- Projected 5-year financials for an alternative education deal using public data and benchmarking to deliver a report with findings including 13.2% annual year over year revenue growth rate and 9% EBITDA margin.
- Aggregated and analyzed public single-family sales data to size the 2025 market in Atlanta, GA (2,681 transactions, \$810M volume), benchmark asset values, and generate actionable insights for sourcing and strategy.
- Coordinated cross-functional teams to standardize and optimize the agreement process for new industrial outdoor storage unit leases.
- Built out CRM for high level executives by sourcing and sorting through open-source data to find over 950+ contacts. Managed relations with key individuals for 3 major deals.

KB Graphics

Operations Extern

Rochester, NY, USA

May 2025 - August 2025

- Developed 5-year financial projections for KB Graphics based on current systems and organizational structure; after implementing targeted improvements in sales processes, org structure, and client retention, designed a growth plan that 2x revenue within 5 years based on a 15% CAGR.
- Implemented CRM and sales enablement systems that generated 15+ new client acquisitions and expanded the qualified lead database by over 200 contacts through targeted outreach and pipeline management.
- Established scalable hiring and onboarding protocols to support the onboarding of 10+ FTEs within 24 months, driving organizational transition from founder-led functions to new talent, all sustained through optimized internal cash flow.
- Supported revenue growth by enhancing sales operations, managing client order fulfillment, and delivering high-quality customer service through effective communication and relationship-building skills.

EXTRACURRICULAR ACTIVITIES & PROJECTS

Investment and Finance Association

Member

August 2024 - Present

- Collaborate with peers and alumni in mock investment competitions, DCFs, and LBO cases.
- Attend speaker events with professionals in M&A, private equity, and asset management.

Investment Banking and Finance Club

Member

August 2025 - Present

- Engage in workshops on valuation, financial modeling, and deal analysis led by industry professionals and alumni.
- Participate in mock interviews and networking sessions to prepare for internships in investment banking, private equity, and corporate finance.

Financial Management Association

Member

August 2024 - Present

- Led mock LBO and comps analysis with peers; presented M&A case findings to club.
- Organized speaker panels with bankers and analysts; attended weekly finance workshops.

Teardown of TPG Capital's Fund [Proposal Deck](#)

- Comprehensive breakdown of TPG Capital's fund structure, performance metrics (IRR, MOIC), and investor composition.

TECHNICAL SKILLS

Business Intelligence & Analytics: Python, MySQL, Power BI, Tableau, SAS, Data Visualization, Business Intelligence, Data Mining, Advanced Analytics,

Business Reporting, Strategic Data Analysis

Business Applications: Microsoft Office Suite (Advanced Excel, PowerPoint, Word, Outlook), Microsoft Azure, Salesforce CRM, SAP, Business Intelligence Tools, ERP Systems, Google Analytics

Core Competencies: Enterprise Change Management, Business Process Improvement, Risk Management, Cross-Functional Collaboration, Project Management, Attention to Detail, Stakeholder Communication, Inventory Management, Change Leadership, Root Cause Analysis, Strategic Procurement, Category Management, Supplier Relationship Management, Customer Service, Compliance Management