

## 40 UNDER 40

The young professionals leaving their mark on New York's business community are committed to making the city a better place. They are addressing key issues such as the migrant crisis, the need for diverse perspectives in the workplace and the dearth of affordable housing, and working in industries as varied as the news media, law, real estate, health care and advertising. They are also teaching the next generation to love the arts and books, and serving as an example of Olympic proportions.

—TELISHA BRYAN, **MANAGING EDITOR**  
PHOTOGRAPHS BY BUCK ENNIS

## Elena Coyle, 39

Partner and Co-head of Insurance M&A and Reinsurance,  
**Skadden, Arps, Slate, Meagher & Flom**

Elena Coyle gets a thrill from pulling off a complicated business deal. An attorney advising insurance companies, asset managers and private equity clients on mergers, acquisitions and other transactions, she has spent more than a decade helping clients complete what can feel like an impossible puzzle.

"I'd say that's probably what got me hooked at an early age," she said.

Coyle, a native of Boston, learned the finer points of negotiations by watching her father, who was CEO at the AFL-CIO Housing Investment Trust, figure out how to use stable pension investments to develop affordable housing projects worth billions. She spent her summers during high school and college interning at the trust, which allowed her to sit in at the negotiating table with general counsels and executives, watching deals get done.

"It emphasized for me that the advice given to an executive always needs to be actionable, practical and commercial," Coyle said. "It was really influential."

Coyle also followed in her mother's footsteps by becoming an attorney. She graduated from Stanford Law in 2010 on the heels of the financial crisis, when the insurance industry was one of the few still embarking upon large-scale acquisitions and consolidations.

She started at Skadden as an associate straight out of law school and has worked with clients such as Liberty Mutual and Centene Corp. After being elevated to partner in 2019, she now leads insurance M&A and reinsurance practices at the law firm and has worked on deals worth more than \$200 billion over the course of her time there.

Coyle strives not only to be remembered for the legacy of the deals she has done, but also by the mark she's made on the insurance law industry. And the mother of three, who has a baby on the way, is dedicated to making her profession more inclusive for women.

"I derive a lot of strength from the time I spend with my family," Coyle said. "I encourage my team to find the thing that inspires them or restores them, and make time for it."

