

QUENTIN FRÈRE-CAROSSIO

MANAGER OF STRATEGIC PARTNERSHIPS



CONTACT

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SKILLS

National Partnerships
Revenue Growth Strategy
C-Suite Communication
Contract Negotiation
Insurance Product Strategy
Sales Reporting & Metrics
Large-Scale Presentations
CRM Tools & Management
Business Travel & Events

LANGUAGES

French (Fluent)
English (Fluent)
Spanish (Intermediate)

CERTIFICATIONS

FINRA SIE
FINRA Series 6
Insurance Producer (Life & Health)



PROFILE

A Franco-American binational, I bring over five years of experience in partnerships and full-cycle sales within insurance and technology. I've built national partnerships with global consulting leaders across the U.S., driving significant contributions to bottom-line growth. In the field, I'm relied on for a natural ability to cultivate strong relationships, scale partnerships, and bring solutions to market; within the workplace, I'm known for my no-quit, can-do, and team-player attitude.



WORK EXPERIENCE

Nayya 2022 - Present
Manager of Strategic Partnerships
New York, NY

- Generated \$820,000 in FY2024 revenue by building and expanding national partnerships with top U.S. benefits consulting firms
- Negotiated contracts and terms, securing mutually beneficial agreements that maximized profitability and ensured long-term growth
- Led presentations with key stakeholders including carriers, PEOs, HCMs, and Fortune 500 companies to discuss Nayya's value and close major deals
- Crafted go-to-market strategies to expand our business footprint, driving measurable revenue growth and enhancing market position
- Traveled nationwide to engage C-suite and practice leaders, tailoring presentations to client needs and positioning Nayya to align with business goals

TESSA International School 2021 - 2022
Business Manager
Hoboken, NJ

- Managed vendor contracts, benefits, and billing
- Developed financial reports and led leadership meetings
- Oversaw recruitment and payroll for 30 employees
- Founded the school's fencing program

New York Life Insurance Company 2019 - 2021
Insurance Agent
New York, NY

- Built-out and managed a 14-client portfolio
- Assessed client needs to match life, health, and disability coverage
- Designed financial plans for retirement, education, and estates



EDUCATION

Rutgers University, New Brunswick 2016 - 2018
Bachelor of Arts, *Summa Cum Laude*
GPA: 3.93 / 4.0

University of Southern California 2014 - 2016
School of Cinematic Arts