

BENJAMIN FRONT

Chicago, IL | benfront@hotmail.com | 872-444-4690 | [linkedin.com/benfront](https://www.linkedin.com/in/benfront)

ENTERPRISE PROCUREMENT | TECHNOLOGY SOURCING | VENDOR STRATEGY

Technology sourcing leader with deep expertise in enterprise procurement, vendor strategy, and complex deal negotiation across AI, Cloud, SaaS, and infrastructure. Blends data-driven category management, market intelligence, and collaborative stakeholder engagement to help organizations acquire the right technologies at optimal terms. 20,000+ hours leading high-value negotiations, ability to deliver cost optimization, risk reduction, and commercial outcomes aligned with business strategy. Builds transparent vendor relationships, drives competitive leverage, and structures agreements that maximize value across the lifecycle. Passionate about transforming sourcing operations, improving processes, and enabling teams to make informed decisions, measure results, and align departmental workstreams with enterprise strategy.

CORE COMPETENCIES AND EXPERTISE

Negotiation	Artificial Intelligence (AI)	Procurement Strategy
Terms & Conditions	Software as a Service (SaaS)	Third Party Risk
Service Level Agreements	TCO / ROI	Regulatory & Legal
Market Analyses	Demand Management	FP&A

EXPERIENCE

ALLIANT CREDIT UNION

HEAD OF STRATEGIC SOURCING AND PARTNER MANAGEMENT	2024 - 2025
PRINCIPAL CATEGORY MANAGER	2023 - 2024
SENIOR CATEGORY MANAGER	2019 – 2023

Developed and led implementation of Source-to-Pay workstream, partnering with IT, Finance, Risk, and Operations to streamline processes and unlock measurable value. Developed standardized sourcing models, performed TCO/ROI analyses, and assessed markets for optimal strategies. Responsible for leading high stakes, complex negotiations. Monitored vendor performance, ensured spend transparency and exceeded performance to plan every year. Multiple promotions recognized my ability to modernize legacy environments, elevate sourcing maturity, and build scalable vendor management practices that accelerated transformation and maximized enterprise impact.

- Led 95-year-old, \$20B credit union through generational infrastructure and digital transformation
- Performed comprehensive market analyses to identify optimal sourcing strategies
- Optimized intake processes to improve speed, clarity, and stakeholder alignment
- Negotiated complex technology contracts resulting in improved costs, terms, and long-term value
- Documented measurable value, operational efficiencies, and lifecycle cost transparency
- Negotiated cost reductions by as much as 90%

BENJAMIN FRONT

Chicago, IL | benfront@hotmail.com | 872-444-4690 | [linkedin.com/benfront](https://www.linkedin.com/in/benfront)

ITSAVVY

SENIOR ACCOUNT EXECUTIVE

2018 – 2019

Consulted client's technology strategy, mentored new salespeople, and consistently exceeded goals. Scoped, wrote, and negotiated professional services contracts, earning awards for solutions that helped clients run their businesses more efficiently. Consistently performed at the top of the sales team in profitability.

- Exceeded monthly sales goals by 15% or more
- Won multiple sales awards

SCORIA IRON PROCESSING

GENERAL MANAGER, OPERATIONS

2013 – 2018

Oversaw daily business functions for a family-owned operation, including HR, facilities, inventory, and equipment maintenance with a focus on driving major process improvements.

- increased production volume by 20%
- reduced time spent on receiving and shipping by 50%
- developed inventory tracking system giving leadership enhanced visibility into production cycles

CDW

ADVANCED TECHNOLOGY ACCOUNT EXECUTIVE

2008 – 2013

ACCOUNT MANAGER

2003 – 2008

Promoted to lead a team of 30. Identified and nurtured business opportunities. Negotiated acquisition costs of goods and services sold. Developed and implemented strategies to maximize margins. Strengthened client and partner relationships. Accountable for planning and executing advanced technology sales strategies, including partnership management, market development and complex technical implementations.

- Negotiated cost of goods and services to CDW, improving margins upon resale to client
- Exceeded performance on annual sales goals each year by 25 to 200%
- Developmental coaching to inside sales team improved Advanced Technology revenue by \$100M

TECHNICAL EXPERTISE

Infrastructure
Firewalls
Digital Experience
Virtualization
Agentic AI
Cloud Infrastructure

Datacenter
IAM
Digital Marketing
Artificial Intelligence
Data Governance
Managed Services

Networks
SaaS
Architecture
AI Factory
Enterprise Risk
API Management

EDUCATION

PURDUE UNIVERSITY - WEST LAFAYETTE, IN

BS, MANAGEMENT

2001