

ANDREW KLEUTGHEN

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EXPERIENCE

September, 2026 – Current

Director, Procurement – Acrisure Southport, NC

- Lead a team of high performing Sourcing Professionals supporting the Global Insurance Vertical for Acrisure driving contract negotiations and cost savings for the enterprise.

September, 2024 – Current

Senior Category Manager – Acrisure Southport, NC

- Was one of two initial hires to stand up and create a centralized Procurement function for Acrisure, a 20k FTE privately held Insurance Broker.
- Launched Procurement System (Sourcing and Contracts modules), serving as a Center of Excellence (COE) and key internal advisor for adoption, best practices, and user enablement across the Procurement organization.
- Established standardized processes and governance models to support scalable Procurement operations and improved data transparency.
- Delivered \$50+MM in negotiated cost savings and avoidances. These results reflect a disciplined approach to total cost of ownership, competitive sourcing, and proactive supplier negotiations.
- Led multiple Enterprise-wide initiatives for outsourcing activities including the largest projects Acrisure has taken on in both the Finance Vertical and the Retail Insurance Customer Servicing Vertical.

June, 2022 – September, 2024

Category Manager – VP, Truist Bank Wilmington, NC

- Supporting various teams within Truist for their sourcing needs including Corporate Real Estate, Mortgage, Dealer Financial Services, Banking Operations and Enterprise Operations. Assisted with sourcing of vendors, third-party risk management and process navigation, RFP creation and execution, contract negotiation and implementation of vendors to Truist.
- Ideated, created and manage a 10 FTE “Deal Desk” of offshore resources to assist Truist Sourcing with low-complexity end to end contracting. This team has made an immediate impact on the Truist Sourcing organization and is viewed as a highly successful implementation and operation.
- Realized \$12.22MM in negotiated cost savings and avoidances with Truist which is roughly \$36.72MM over term of contracts.

August 2020 – June, 2022

Senior Procurement Strategist – VP, KeyBank Remote, Bolivia, NC

- Supporting the Corporate Real Estate, Physical Security, Finance and Risk Management teams in all sourcing activities including but not limited to sourcing of vendors, development of strategy and scope of services, identification of cost saving opportunities and strategies, all aspects of the RFP process, contract negotiation, managing of third-party risk and ongoing vendor management. Total contract volume annually is greater than \$100,000,000
- Manage the KeyBank Preferred Consulting Firm Model and directly handle all Consulting Engagements for non-technological based lines of business. Also manage the risk based and financial elements of firms that are selected to participate in the Preferred Consulting Firm Model

- 2020 Chairman's Award Winner – Pandemic Response Team, Responsible for purchasing of all enterprise-wide PPE from onset of COVID-19 Pandemic getting necessary supplies to roughly 1,100 branches and 300 Corporate Buildings utilizing existing and new suppliers.
- \$4.4MM in YoY cost savings since moving into role in August of 2020
- Own three enterprise-wide product categories and manage day-to-day operations, SLAs and look for cost savings opportunities (Office Product, Promotional Items, Catalog Print Items)

July, 2016 – August, 2020

Procurement Strategist, KeyBank

Cleveland, OH

- Supporting the Corporate Real Estate and Physical Security teams in all facility and security-based sourcing activities including but not limited to sourcing of vendors, development of strategy and scope of services, identification of cost saving opportunities and strategies, all aspects of the RFP process, contract negotiation and ongoing vendor management.
- Own two enterprise-wide product categories and manage day-to-day operation, SLAs and look for cost savings opportunities (Office Products and Promotional Items)
- Over \$7MM in YoY signed off savings from contract baseline
- 2019 Chairman's Award Nominee
- 2018 Supplier Diversity Pacesetter award winner

EDUCATION

2009-2012	Kansas State University	Manhattan, KS
■	M.S., Personal Financial Planning	
2002-2006	Wake Forest University	Winston-Salem, NC
■	B.A., History Major, Sociology Minor	

VOLUNTEER EXPERIENCE

2024 – Current – Firefighter, St. James Fire Department

Current Secretary – St. James Fire Department Board of Directors

2003-2006 – EMT, Wake Forest University Emergency Response Team
Held positions of Chief and Captain