



Konrad Auinger

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Germany

COMPETENCY PROFILE

INDUSTRY FOCUS

- Special-purpose machinery & plant engineering (automation technology, industrial lasers, test systems)
- Electrical engineering industry (automation and drive technology)
- Automotive suppliers & commercial vehicles (mechatronic components, off-highway machinery)
- Home appliances (white goods)
- Corporate in-house advisory (procurement & supply chain management)

TECHNICAL FOCUS

- Post-merger integration (PMI) & carve-out management
- Procurement transformation & digitalization
- Procurement & supply chain management (strategic to operational, incl. production planning & in-house CNC manufacturing)
- Head of Procurement / Interim Head of Procurement
- Supplier management & negotiation
- Supply chain & supplier risk management
- Process optimization
- Project management & people leadership (international teams of 100+ employees)

MANAGEMENT STYLE / WAY OF WORKING

- Situational: shifts between hands-on leadership of day-to-day operations and structural realignment, depending on the organization's maturity
- Rapid analysis and pragmatic action within the first 100 days of the assignment
- Clear, transparent communication with senior management, works councils and international teams

EXECUTIVE SUMMARY

When supply chains come under pressure, when carve-outs strip away group structures, or when growth demands new organizational models, I take the helm of international procurement and supply chain organizations and deliver tangible results from the very first phase of the assignment.

More than 20 years of leadership experience, from family-owned businesses to global corporations with revenues from EUR 40 million to EUR 15 billion, across electronics, home appliances, automotive, and special-purpose machinery and plant engineering.

Crisis

- At Photonics Systems Holding and PIA Automation, I secured material supply despite global supply shortages.
- At the same time, I achieved significant and sustainable reductions in material costs.

Growth

- As Vice President Group SCM at PIA Automation, I built a procurement and SCM network spanning twelve sites in seven countries.
- In doing so, I increased annual material cost savings from 4.7% to 8.1% on a sustainable basis.

Transformation

- At BBS Automation (Dürr Group), I established a global procurement organization as part of the group-wide realignment.
- I raised master data quality in EMEA from 50% to over 95% and delivered savings of EUR 1.8 million (5%) through renegotiated framework agreements and volume bundling.

My common thread

- Procurement as a strategic lever for profitability, resilience and growth, having led teams of 100+ employees and managed spend of up to EUR 500 million.
- I have consistently been brought in where organizations are in motion.
- Business-fluent in German, English and Spanish.

WORK EXPERIENCE

Jul 2026 - Present | AIM Procurement

AIM Procurement

Headquarters: Höchststadt an der Aisch, Germany | **Turnover:** up to 50 m EUR | **Number of Employees:** none | **Ownership Structure:** Others | **Industry:** Interim management

Purchasing

CONSULTING **Location:** Höchststadt an der Aisch, Germany

Revenue Responsibility	Cost or Purchasing Budget Responsibility	Context
up to 50m EUR	up to 1 m EUR	Startup
Core Competences SCM , Logistics, Purchasing, Process Optimisation, Commodities		

Nov 2024 - Mar 2026 | DÜRR AG

BBS Automation GmbH, Garching bei München

Headquarters: Garching bei München, Germany | **Turnover:** 200 to 500 m EUR | **Number of Employees:** 2000 to 5000 | **Ownership Structure:** Publicly Listed | **Industry:** Robotics / automation

Purchasing

PERMANENT **Location:** Garching bei München, Germany

Cost or Purchasing Budget Responsibility	Personnel Responsibility	Number of Direct Reports
more than 100 m EUR	50 to 200	2
Context Post Merger / Carve Out / Joint Venture		
Core Competences SCM , Logistics, Purchasing, Lead Buyer Concept, Global Sourcing		

Sep 2023 - Oct 2024 | SCHAEFFLER AG

Schaeffler Sondermaschinenbau AG & Co. KG, Erlangen

Headquarters: Germany | **Turnover:** 200 to 500 m EUR | **Number of Employees:** 1000 to 2000 | **Ownership Structure:** Family Business | **Industry:** Plant and machine construction

Purchasing

PERMANENT **Location:** Erlangen, Germany

Cost or Purchasing Budget Responsibility	Personnel Responsibility	Number of Direct Reports
more than 100 m EUR	1 to 10	5
Context Strategic Positioning		
Core Competences SCM , Logistics, Purchasing, Project Purchasing, Process Optimisation		

Jun 2022 - Mar 2023 | CGS Management AG

Photonics Systems Holding GmbH

Headquarters: Krailling bei München, Germany | **Turnover:** up to 50 m EUR | **Number of Employees:** 50 to 200 | **Ownership Structure:** Private Equity | **Industry:** Robotics / automation

Operations

PERMANENT

Location: Krailling, Germany

Cost or Purchasing Budget Responsibility	Personnel Responsibility	Number of Direct Reports
5 to 20 m EUR	50 to 200	4
Context	Core Competences	
Turnaround / Insolvency	SCM , Logistics, Purchasing, Manufacturing / Production, Process Optimisation	

Jun 2018 - May 2022 | JOYSON GROUP

PIA Automation Holding GmbH

Headquarters: Bad Neustadt an der Saale, Germany | **Turnover:** 200 to 500 m EUR | **Number of Employees:** 1000 to 2000 | **Ownership Structure:** Publicly Listed | **Industry:** Robotics / automation

Supply Chain Management

PERMANENT

Location: Bad Neustadt an der Saale, Germany

Cost or Purchasing Budget Responsibility	Personnel Responsibility	Number of Direct Reports
more than 100 m EUR	50 to 200	2
Context	Core Competences	
Post Merger / Carve Out / Joint Venture	SCM , Logistics, Purchasing, Project Management, Commodities	

Apr 2018 - May 2018 | Concimus GmbH (vormals: Contemplor GmbH)

Headquarters: München, Germany | **Industry:** Management consulting

Supply Chain Management

CONSULTING

Location: München, Germany

Context	Core Competences
Operational management	SCM , Logistics, Purchasing, Project Management, Commodities

Sep 2017 - Mar 2018 | TEREX CORPORATION

Terex Cranes Germany GmbH

Headquarters: Zweibrücken, Germany | **Turnover:** 200 to 500 m EUR | **Number of Employees:** 1000 to 2000 |
Ownership Structure: Publicly Listed | **Industry:** Special machines

Supply Chain Management

INTERIM

Location: Zweibrücken, Germany

Cost or Purchasing Budget Responsibility

more than 100 m EUR

Personnel Responsibility

10 to 50

Number of Direct Reports

3

Context

Vacancy Cover

Core Competences

Process Optimisation, SCM , Logistics,
Purchasing, Category Management

Oct 2014 - Jun 2017 | BROSE GRUPPE

Brose Fahrzeugteile GmbH & Co. KG

Headquarters: Bamberg, Germany | **Turnover:** more than 5 bn EUR | **Number of Employees:** more than 10000 |
Ownership Structure: Family Business | **Industry:** Automotive supplier

Purchasing

PERMANENT

Location: Bamberg, Germany

Cost or Purchasing Budget Responsibility

more than 100 m EUR

Personnel Responsibility

1 to 10

Number of Direct Reports

8

Context

Strategic Positioning

May 2003 - Oct 2014 | BSH BOSCH UND SIEMENS HAUSGERÄTE GMBH

Sep 2011 - Oct 2014 | BSH | Zentralbereich Einkauf

Headquarters: München, Germany | **Turnover:** more than 5 bn EUR | **Number of Employees:** more than 10000 |
Ownership Structure: Others | **Industry:** Household appliances

May 2014 – Oct 2014 | Purchasing

PERMANENT

Location: München, Germany

Cost or Purchasing Budget Responsibility

more than 100 m EUR

Personnel Responsibility

1 to 10

Number of Direct Reports

6

Context

Startup

Core Competences

SCM , Logistics, Purchasing, Project
Management, Process Optimisation

Aug 2012 – Apr 2014 | Finance

PERMANENT

Location: München, Germany

Cost or Purchasing Budget

Responsibility

more than 100 m EUR

Personnel Responsibility

1 to 10

Number of Direct Reports

7

Context

Operational management

Core Competences

Risk Management, Finance, Leasing /
Factoring

Sep 2011 – Jul 2012 | Purchasing

PERMANENT

Location: München, Germany

Cost or Purchasing Budget

Responsibility

50 to 100 m EUR

Personnel Responsibility

1 to 10

Number of Direct Reports

5

Context

Operational management

Core Competences

Commodities, SCM , Logistics,
Purchasing, Supplier Qualification

Nov 2008 - Aug 2011 | BSH Electrodomésticos España S.A. | Factory Montañana

Headquarters: Zaragoza, Spain | **Turnover:** 200 to 500 m EUR | **Number of Employees:** 1000 to 2000 |

Ownership Structure: Others | **Industry:** Household appliances

Purchasing

PERMANENT

Location: Zaragoza, Spain

Cost or Purchasing Budget

Responsibility

more than 100 m EUR

Personnel Responsibility

1 to 10

Number of Direct Reports

10

Context

Strategic Positioning

Core Competences

SCM , Logistics, Purchasing, Project
Management, Global Sourcing

Experience Abroad

Spain

Months Spent

34 months

Type of Assignment Abroad

lived in country

Mar 2008 - Oct 2008 | BSH | Zentralbereich Einkauf

Headquarters: München, Germany | **Turnover:** more than 5 bn EUR | **Number of Employees:** more than 10000 |

Ownership Structure: Others | **Industry:** Household appliances

Purchasing

PERMANENT

Location: München, Germany

Cost or Purchasing Budget

Responsibility

up to 1 m EUR

Personnel Responsibility

1 to 10

Number of Direct Reports

1

Context

Other

Core Competences

SCM , Logistics, Purchasing, Project
Management, Work Preparation

May 2003 - Feb 2008 | BSH | Sparte Electronics, Drives & Systems

Headquarters: Regensburg, Germany | **Turnover:** 200 to 500 m EUR | **Number of Employees:** 1000 to 2000 | **Ownership Structure:** Others | **Industry:** Household appliances

Purchasing

PERMANENT

Location: Regensburg, Germany

Cost or Purchasing Budget Responsibility	Personnel Responsibility	Number of Direct Reports
more than 100 m EUR	10 to 50	15
Context	Core Competences	
Strategic Positioning	Mass Production, Production / Plant Transfer, SCM , Logistics, Purchasing	

Oct 1993 - Apr 2003 | SIEMENS AG

May 2000 - Apr 2003 | Siemens Procurement and Logistics Services (SPLS)

Headquarters: München, Germany | **Ownership Structure:** Publicly Listed | **Industry:** Management consulting

Purchasing

PERMANENT

Location: München, Germany

Context	Core Competences	
Other	SCM , Logistics, Purchasing, Process Optimisation, Lead Buyer Concept	
Experience Abroad	Months Spent	Type of Assignment Abroad
United States	4 months	lived in country

Apr 1997 - Apr 2000 | Siemens AG | Bereich Automatisierungstechnik, Kombinationstechnikwerk

Headquarters: Fürth, Germany | **Ownership Structure:** Publicly Listed | **Industry:** Plant and machine construction

Purchasing

PERMANENT

Location: Fürth, Germany

Context	Core Competences
Operational management	SCM , Logistics, Purchasing, Lead Buyer Concept, Project Management

Apr 1996 - Mar 1997 | OSRAM GmbH | Lighting Control Systems, Hongkong

Headquarters: Hongkong, Hong Kong | **Turnover:** up to 50 m EUR | **Number of Employees:** 200 to 500 | **Ownership Structure:** Publicly Listed | **Industry:** Electrical engineering / Electronics

Purchasing

PERMANENT

Location: Hongkong, Hong Kong

Context	Core Competences
Post Merger / Carve Out / Joint Venture	SCM , Logistics, Purchasing, Project Management, Mass Production

Experience Abroad

Hong Kong

Months Spent

9 months

Type of Assignment Abroad

lived in country

Oct 1993 - Mar 1996 | Siemens AG | Bereich Antriebs-, Schalt- und Installationstechnik

Headquarters: Erlangen, Germany | **Turnover:** unknown | **Number of Employees:** none |

Ownership Structure: Publicly Listed | **Industry:** Electrical engineering / Electronics

Oct 1995 – Mar 1996 | Purchasing**PERMANENT****Location:** Erlangen, Germany**Context**

Strategic Positioning

Core CompetencesProject Management, Disposition, SCM
, Logistics, Purchasing**Oct 1993 – Sep 1995 | Purchasing****PERMANENT****Location:** Erlangen, Germany**Context**

Operational management

Core CompetencesSCM , Logistics, Purchasing, Project
Management, Process Optimisation

EDUCATION

Oct 2023 — Dec 2023

Other | Austria

Oct 1991 — Sep 1993

Other | Germany

LANGUAGE

German, Mother tongue

English, Business fluent

Spanish, Fluent

IT-SKILLS

ERP Systems, Microsoft Navision, SAP

OTHER ACTIVITIES

BME – German Association for Supply Chain Management, Procurement and Logistics

- 2025 – present: Board Member, Nuremberg-Middle Franconia Region (Deputy Chair)
- 2024 – 2025: Co-opted Board Member, Nuremberg-Middle Franconia Region
- 2022 – 2023: Board Member for SMEs / Social Media / Finance, Southern Bavaria Region

VDMA – German Engineering Federation

- 2024: Chair, Purchasing and Materials Management Committee
- 2019 – 2023: Deputy Chair, Purchasing and Materials Management Committee