



## Mohammed Saleh Khadro

General Manager | Sales & Procurement Specialist

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### Contact Information

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Date of Birth: 05/01/1985

Marital Status: Married

Nationality: Syrian – Aleppo

### Profile Summary

Results-driven Sales and Procurement Manager with over 15 years of experience in the truck spare parts industry across Qatar, Syria, and international markets. Proven expertise in negotiating contracts, securing exclusive dealerships, and managing multimillion-Riyals imports. Strong relationships with manufacturers in Germany, Turkey, China, and the UAE, combined with excellent leadership and problem-solving skills.

### Professional Experience

General Manager – Al-Salateen Auto Spare Parts Trading, Doha, Qatar (2021 – 2025)

- Directed overall company operations, achieving a 30% annual sales growth through strategic procurement and sales initiatives.
- Negotiated exclusive dealership agreements with international suppliers, securing 6 exclusive brands for the company.
- Implemented procurement strategies that reduced import costs by 15% and improved delivery lead times.

Sales & Purchases / Imports Manager – Al-Salateen Auto Spare Parts Trading, Doha, Qatar (2016 – 2020)

- Led international procurement with factories in Turkey and China, expanding the supplier base and ensuring uninterrupted supply chains.
- Managed import contracts and logistics for multimillion-QAR orders.

Sales Manager – Al-Salateen Auto Spare Parts Trading, Doha, Qatar (2013 – 2015)

- Expanded client network across Qatar's industrial area and increased local sales through targeted account management.

International Sales Representative – Al-Salateen Auto Spare Parts Trading, Doha, Qatar (2009 – 2012)

- Developed partnerships with overseas clients, expanding export sales and market reach.

Sales Manager – Al-Lahham Trading Co., Aleppo, Syria (2007 – 2008)

- Managed sales operations for truck spare parts in the Syrian market.

### **Key Achievements**

- Secured exclusive dealership agreements for 6 international brands in Qatar.
- Built a supplier network covering Germany, Turkey, China, and UAE.
- Successfully negotiated and closed contracts worth multimillion QAR.
- Reduced overdue payments through effective debt collection and restructuring programs.

### **Education**

Master's in Economics (First Year, Incomplete) – Al-Jinan University, Beirut

Bachelor of Business Administration – Al-Azhar University, Egypt (2004 – 2007)

Computerized Accounting & Microsoft Office Training – Saif Al-Dawla Center, Aleppo; High Train Institute, Doha

### **Skills**

- Truck Spare Parts Sales & Procurement (Mercedes Actros focus)
- Negotiation & Contract Management
- Business Development & Supplier Relations
- MS Office, Accounting Software, Internet Research
- Full experience in Al-Khwarizmi Accounting Program
- Debt Collection & Payment Restructuring
- Strategic Sales Planning & Leadership

### **Languages**

- Arabic: Native
- English: Basic Communication Skills

### **Additional Information**

- Direct communication with truck spare parts shops and garages in Doha Industrial Area, Qatar.
- References available upon request.