

Eng. Baha' El-Shatarat

Purchasing Manager | Mechanical Engineer | Sales & Supply Chain Specialist

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Professional Summary

Dynamic Purchasing Manager with 13+ years of experience in procurement, supply chain, and aftermarket solutions across the Middle East. Strong expertise in stock control, cost estimation, budget building, market analysis, brand knowledge, and supplier relationship management. Specialized in truck and automotive parts with a deep understanding of both OEM and IAM markets. Proven record of transforming procurement strategies into commercial growth by negotiating supplier agreements, securing competitive pricing, and supporting sales teams. Delivered over SAR 1 million in annual savings while increasing product availability and customer satisfaction.

Core Competencies

- Procurement & Vendor Negotiation
- Sales Support & Business Development
- Inventory & Stock Control
- Cost Estimation & Budget Planning
- Market & Competitor Analysis
- OEM & IAM Truck & Car Parts Knowledge
- Supplier & Industry Contacts
- ERP / CRM Systems
- Cross-functional Team Leadership

Work Experience

Al Omaier Trading & Contracting Co. – Riyadh, Saudi Arabia

► Purchasing Manager (Spare Parts Division) | Aug 2014 – Present

Promoted to lead procurement and commercial strategy for spare parts across highway and off-highway fleets. Oversaw supplier negotiations, pricing policies, stock control, and budget planning. Conducted in-depth market analysis to benchmark against competitors, applied brand knowledge across OEM and IAM spare parts, and leveraged supplier networks to ensure competitive sourcing and alignment with sales objectives.

Key Achievements:

- Reduced costs by 15% through supplier negotiations and improved budget planning.
- Established cost estimation models and annual procurement budgets, improving financial control.
- Implemented advanced stock control practices, ensuring 98% parts availability while reducing overstock.
- Developed pricing dashboards used by sales teams to secure new tenders and improve client retention.
- Expanded product availability, directly contributing to a 20% increase in order fulfilment.
- Built and maintained strong supplier contacts across OEM and IAM markets, strengthening negotiation leverage.
- Performed regular market analysis to identify trends, adjust procurement strategies, and maintain competitiveness.

Truck & Automotive Parts Market Expertise:

- European Truck OEM brands: Mercedes-Benz, MAN, Volvo, Scania, DAF, Renault Trucks, Iveco.
- IAM Truck brands: Bosch, Knorr-Bremse, Wabco, Mahle, Hengst, Dayco, Textar, Sachs, ZF, Federal Mogul, Delphi.

- Asian Car OEM & OE Brands:
 - • Toyota / Lexus: Denso, Aisin, Advics, NSK, NGK/NTK.
 - • Nissan / Infiniti: Hitachi, NTN, KYB, Unisia Jecs.
 - • Hyundai / Kia: Hyundai Mobis, Mando, GMB, CTR, 555 Sankei.
 - • Honda / Acura: Showa, Keihin, Exedy, NGK.
 - • Mitsubishi / Isuzu: Isuzu Genuine Parts (IGP), NPR, NTN, Denso.
 - • Suzuki / Daihatsu: NSK, Denso, KYB.
- Sourced and managed spare parts across engine, transmission, braking, filtration, hydraulic, suspension, and electrical systems.
- Built strong relations with key suppliers and distributors across the Middle East, Asia, and European markets.
- Benchmarked OEM vs IAM parts to optimize pricing strategies and enhance sales competitiveness.
- Ensured availability of critical fleet and passenger car spare parts aligned with customer demand and market trends.

► Equipment Support Engineer | Sep 2012 – Jul 2014

Transitioned into a technical-commercial role supporting equipment procurement and maintenance operations. Managed supplier relations, assisted in cost estimation for spare parts requirements, and coordinated with maintenance teams to ensure project continuity.

Key Achievements:

- Improved supplier response times, reducing downtime for heavy equipment fleets.
- Supported project budgeting by preparing cost analyses for machinery parts procurement.
- Streamlined part selection and forecasting, ensuring better alignment between technical and commercial teams.

► Maintenance Department Officer | May 2012 – Sep 2012

Started as an officer overseeing repair and spare parts replacement. Handled requisitions, monitored stock levels, and contributed to budget preparation for maintenance operations.

Al Rosan Company for Contracting – Riyadh, Saudi Arabia

► Maintenance Engineer – Heavy Construction Machines | Apr 2010 – Apr 2012

Managed maintenance operations for a fleet of heavy construction equipment. Supervised preventive maintenance, coordinated procurement of spare parts, and contributed to cost estimation and project budget planning.

Narges Company for Food Stuffs – Hebron, Palestine

► Service Engineer – Fleet of Commercial Vehicles | Apr 2009 – Mar 2010

Provided service engineering support for commercial vehicle fleets. Diagnosed technical issues, recommended repair solutions, and supported spare parts procurement to maintain fleet reliability.

Education

Bachelor of Mechanical Engineering

Technical Skills

- Power BI
- MS Excel & Microsoft Tools
- Inventory & Stock Control Methods
- ERP / CRM systems

Languages

Arabic: Native

English: Professional