

Job Description

Job Code	
Job Title	General Manager – Steel Division
Location	Hyderabad
Reports to	CEO/ BU Head
Experience	15–20 years
Qualification	B.E./B.Tech in Mechanical / Civil / Metallurgy / Production Engineering; MBA (preferred)
Job Summary	<p>We are seeking a seasoned leader to lead Solar Module Mounting Structures (MMS) and a wide range of formed steel products including roofing, decking, purlins, automobile sections, ESP electrodes, and allied cold-formed components in the Steel Business Unit. This role carries P&L ownership, responsibility for scaling revenues and profitability, and oversight of operations across multiple product lines.</p> <p>The position also requires strategic foresight, operational excellence, and proven leadership in large-scale steel or engineering businesses.</p>
Responsibilities	<p>Business & Revenue Leadership</p> <ul style="list-style-type: none"> • Own full P&L responsibility for the different product lines in Steel Business Unit, targeting sustained topline and bottom-line growth. • Drive revenue growth across multiple product categories with a focus on solar MMS, roofing/decking, and automotive profiles. • Ensure monthly revenue of 60 Cr+ and scale the business towards long-term growth milestones. <p>Operations & Cash Flow Management</p> <ul style="list-style-type: none"> • Oversee production, supply chain, quality, and delivery for steel products across facilities. • Manage working capital, receivables, and collections to ensure healthy cash flow cycles. • Implement cost optimization programs without compromising product quality or customer satisfaction. <p>Strategy & Growth</p> <ul style="list-style-type: none"> • Formulate and execute strategic roadmaps for capacity expansion, new product development, and market entry. • Explore diversification opportunities, including high-value cold-formed and precision-engineered steel products. • Track industry trends, competitor moves, and policy changes (steel pricing, solar energy, infrastructure). <p>Team & Leadership Development</p> <ul style="list-style-type: none"> • Lead a multidisciplinary team across sales, operations, design, and finance. • Foster a culture of accountability, innovation, and continuous improvement. • Groom future leaders for critical roles within the business unit. <p>Stakeholder Management</p>

	<ul style="list-style-type: none"> • Act as the primary interface with key customers, government agencies, EPC players, and global partners. • Present business performance, risks, and opportunities to the Board and CEO. • Collaborate with corporate functions (strategy, finance, HR) for alignment with overall company goals. <p>Candidate Profile</p> <ul style="list-style-type: none"> • 15–20 years of leadership experience in steel, engineering products, infrastructure, or allied sectors. • Proven track record of managing large P&L portfolios (₹500+ Cr annually) and scaling diversified product businesses. • Strong understanding of formed steel products, cold-rolled steel, and solar MMS value chain. • Deep expertise in cash flow management, operational excellence, and growth strategy. • Exceptional leadership, people management, and board-level communication skills. • Strategic thinker with the ability to execute on long-term vision while driving short-term results.
<p>Compensation & Benefits</p>	<ul style="list-style-type: none"> • Attractive leadership compensation package with performance-linked incentives. • Executive perks including vehicle, travel, and health benefits. • Long-term career trajectory with potential to move into the CEO role

Interested candidates can share CV to careers@pennarindia.com with the email subject General Manager – Steel Division