



## A CAREER IS FINDING JUST THE RIGHT PATH FOR YOU FROM AMONG MANY OPTIONS.

You are important to us. The cornerstone of our success is from the creativity and motivation of our approximately 2,400 employees worldwide at 73 locations. Storopack is a global leader/specialist in developing and producing protective packaging and technical molded parts. We encourage our employees to be decisive even in challenging situations by empowering them to make a difference helping the company grow positively and profitably.

We are looking to recruit a flexible and team-oriented Business Unit Manager in **Pune**. This position is available for an immediate start.

### BUSINESS UNIT MANAGER

#### YOUR SKILLS:

- ▶ A master's degree in business administration, management, or a related field
- ▶ 15+ years' experience in senior leadership roles
- ▶ Ability to communicate, present, and influence credibly and effectively at all levels throughout the organization
- ▶ Strong business acumen and deep knowledge of company operations and financial management
- ▶ Proven experience in strategic planning, business development, and organizational management
- ▶ Exceptional leadership, decision-making, problem-solving, and critical-thinking skills with the ability to handle complex challenges and responsibilities
- ▶ In-depth knowledge of regulatory requirements and governance practices in India
- ▶ A track record of successful organizational growth and profitability
- ▶ Ability to work under pressure and tight schedule
- ▶ Proven ability to manage multiple projects at a time whilst paying strict attention to detail
- ▶ A self-motivated individual with the ability to travel and work remotely
- ▶ Excellent listening, organizational, and presentation skills
- ▶ Excellent verbal and communication skills
- ▶ Inter-cultural and appreciation and sensitivity

#### WE OFFER:

Storopack will provide you with on-the-job training as well as continuous further education relating to your position. The job is varied and challenging and we are looking forward to welcoming a new staff member to the already existing, dynamic and dedicated team.

#### WE LOOK FORWARD TO RECEIVING YOUR APPLICATION:

Storopack India Pvt Ltd.  
 H.No. 3086, Gat No. 1157  
 Wadaki, Opp Dhava Mile Telephone Exchange, Saswad Road  
 Pune - 412308  
 Maharashtra, India  
 Phone: +919637512722 | recruitment.india@storopack.com | www.storopack.in

#### YOUR RESPONSIBILITIES:

- ▶ Leading the organization and ensuring all employees understand and adhere to the Storopack Values and Guidelines
- ▶ Communication of the Storopack strategy and mission to stakeholders
- ▶ P&L responsibility
- ▶ Formulating and implementing company policy
- ▶ Directing strategy towards the profitable growth and operation of the company
- ▶ Developing strategic operating plans that reflect the longer-term objectives and priorities established by the board
- ▶ Regular liaison with, and reporting to Region Manager APAC
- ▶ Manage operational planning and financial control systems
- ▶ Preparing budgets and forecasts with the Financial Manager, and monitoring the operating and financial results against plans
- ▶ Core Product responsibility with a clear charter to develop and grow internal territories
- ▶ Representing the company to major customers and distributors
- ▶ Working together with the Sales Manager to formulate a sales and marketing plan, and devise structure of the sales team
- ▶ Ensure regulatory compliance with legal, business, and ethical standards across all operations
- ▶ Act as the company's ambassador, enhancing reputation and brand value
- ▶ Establish and maintain relationships with key clients, partners, and industry stakeholders
- ▶ Make critical decisions on resource allocation, strategic planning, and operational improvements
- ▶ Review, approve, and update contracts, partnerships, and investments
- ▶ Oversee recruitment, training, and development of senior management
- ▶ Full HR responsibility within the Business Unit
- ▶ Attendance at yearly European/APAC Packaging Division Meetings
- ▶ Departmental meetings with managers to ensure operational processes are running effectively
- ▶ Monitor sales and operational activity implementing a CRM as the leading system
- ▶ Clearly communicate the progress of open projects to internal and external stakeholders
- ▶ Monthly reporting to Region Manager APAC