

PLACEMENT NOTICE

It is notified for information of PGP-II students that Ceasefire Industries Ltd Mumbai is going to conduct a placement drive on 20.01.2024 at BIITM Campus, Bhubaneswar for the final placement of PGDM/MBA students. All students are hereby instructed to register their names at the below-mentioned link by 12.00 PM tonight without fail.

Registration Link - <https://forms.gle/q6PZxZCX78ms2wW4A>

I will be available at Hostel for open discussion and clarification at 5.30 PM. Thank you.

Prof Subrat Swain

Group Entity:	Ceasefire Industries Limited	Role Profile Date:	
Role Title:	Ceasefire Management Trainee	Job Code:	
New or Existing Role? Existing			
Line Manager's Name & Role Title: Branch Manager/ Head of Location			
Functional Line Manager(s)' Name(s) & Role Title(s): Business Head			
Business/Function & Location: <i>(Country/Department)</i>		Sales/ Business Development	
Company Details:			

Ceasefire – Headquartered in India, Ceasefire is a fast emerging global fire safety brand, known for manufacturing globally-certified (**BRE LPCB, BSI Kite Mark, VDS**), **firefighting solutions that are built at the very forefront of technology.**

<https://www.ceasefire.in/about-us>

Ceasefire today is a leading manufacturer of a 360 degree-unified fire fighting product portfolio and a fast-emerging global name that protects millions across the globe. The company has set its foot in the UK with an aim to fulfill the market gap by offering a holistic fire safety range to the customers, all under one banner. With massive investment in terms of offices, product demonstration facilities, warehouses and stocking points; Ceasefire is equipped to give world-class services to the customers in India and abroad.

One Brand, 360 Degree Fire Fighting Solutions

With its globally certified, holistically integrated range of fire fighting solutions, the company is amongst the rarest in the world to have such a diverse product portfolio. The range includes a complete spectrum of solutions including Fire Extinguishers – powder, water, foam, CO2 and clean gases based extinguishers, the specialized extinguishers for metal fires, and a range dedicated to the revolutionary Watermist technology to name a few. In-panel systems for cabinet protection – that include LPCB approved CQRS and suppression solutions for extremely small spaces called Mini. Powder, Watermist or Gaseous Agent based Room Systems and specialized Kitchen Suppression Systems including Commercial and Domestic systems based on Watermist or Wet Chemical technology, and other Specialised Fire Fighting Systems, as part of a single eco-system.

Demand Fulfiller As Well As A Demand Generator

In addition to the all-encompassing product range, Ceasefire offers some unique solutions that are trendsetters in the industry like the Ceasefire Launcher that is an extinguisher + suppression system or a Mini that is world’s smallest suppression system to an Atom X which is world’s first retrofittable fire suppression system.

Our Manufacturing Edge

Ceasefire’s competitive edge & the quality promise stems from the company’s state-of-the-art production facility with cutting-edge manufacturing capabilities. This production facility is one of the most advanced in the world and is fully compliant to the Factory Production Control (FPC) requirements of the highest global standards including EN3, EN1866, LPCB, BSI, MED, PED, VDS, ISO and OHSAS.

Role Context:

The objective is to take care of business development for the assigned territory.

Skill and Responsibilities

<p>Job responsibilities</p>	<ul style="list-style-type: none"> • Looking after sales and marketing of the assigned territory • Ensuring prescribed number of sales calls per day. • Establish and develop network of customers • Generating prescribed number of fresh prospects per month • Product presentation to customers • Understand need of customer and technical aspects of selling. • Coordination of FAS • Develop Product knowledge • Achieving Monthly, Quarterly, Yearly Business target through appropriate action & activity
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Skills Required	<ul style="list-style-type: none"> • Good Communication Skills • Good Presentation Skills • Energetic and should have positive attitude • Should have own conveyance and laptop as it's a core sales profile (Mandatory). • Any MBA, PGDM, (B.Tech-any branch)
CTC	<p>3.77 LPA during the probation period (Designation- Ceasefire Management Trainee) CMT</p> <p>5.21 LPA post completion of probation period (Designation- Executive Fire Safety Specialist) EFFS</p>