

Group Entity:	Ceasefire Industries Limited	Role Profile Date:	
Role Title:	Ceasefire Management Trainee	Job Code:	
New or Existing Role?Existing			
Line Manager'sName & RoleTitle: 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:			
<p>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.</p> <p>https://www.ceasefire.in/about-us</p> <p>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.</p> <p><u>One Brand, 360 Degree Fire Fighting Solutions</u></p> <p>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.</p> <p><u>Demand Fulfiller As Well As A Demand Generator</u></p> <p>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.</p> <p><u>Our Manufacturing Edge</u></p> <p>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.</p>			
Position Overview:			

We are seeking a dynamic and motivated individual to join our sales team as a Ceasefire Management Trainee (CMT), transitioning to an Executive Fire Safety Specialist (EFFS) upon successful completion of the probation period. This role is essential for driving sales and expanding our customer base in the assigned territory while achieving business targets.

Skill and Responsibilities	
Key Responsibilities:	<p>1. Sales & Marketing:</p> <ul style="list-style-type: none"> • Oversee sales and marketing activities within the assigned territory. • Ensure the prescribed number of daily sales calls to drive business growth. • Establish and develop a strong network of customers. • Generate the required number of fresh prospects each month to maintain a robust sales pipeline. <p>2. Customer Engagement:</p> <ul style="list-style-type: none"> • Deliver product presentations to customers, highlighting key features and benefits. • Understand customer needs and effectively address them with appropriate product solutions. • Coordinate Field Application Support (FAS) activities to ensure customer satisfaction. <p>3. Business Development:</p> <ul style="list-style-type: none"> • Continuously develop and update product knowledge to stay ahead of market trends. • Achieve monthly, quarterly, and yearly business targets through strategic action and activities. • Conduct 7-8 field visits per day to engage with customers and prospects.
Required Skills and Qualifications:	<ul style="list-style-type: none"> • Education: MBA/PGDM in Marketing, Sales, or a related field. • Excellent communication and presentation skills. • Strong analytical and problem-solving abilities. • Energetic with a positive attitude and a proactive approach to work.
Requirements	<ul style="list-style-type: none"> • Must own a personal conveyance and laptop (Mandatory for this core sales role).
Compensation:	<ul style="list-style-type: none"> • Probation Period: ₹3.78 LPA (Designation: Ceasefire Management Trainee - CMT) • Post-Probation: ₹5.21 LPA (Designation: Executive Fire Safety Specialist - EFFS)

CMT Salary Calculation	CTC during Probation		CTC after Confirmation	
Components	Amount		Amount	
Basic	14936		14936	
HRA	7230		7230	
Adv Statutory Bonus	4481		4481	
Gross	26647		26647	
Monthly Performance Linked Reim.	4089	Based on minimum input parameters and order generation. 100% paid in the month of joining	5647	Based on minimum input parameters and order generation.
Performance Linked Reim.	0		10425	Based on sales volume
Total Variable	4089		16072	
Gratuity	718		718	
Total CTC	31454		43437	