

PLACEMENT DRIVE NOTIFICATION

Company	Ceasefire
About the Company	<p>Ceasefire, India's most trusted fire safety and security company. Since its inception, Ceasefire has grown from a company that dealt exclusively with extinguishers to one that has branched out to cover everything in the fire safety domain. Today Ceasefire is present in 100 branch locations across the country with a strength of over 2000 trained personnel.</p> <p>Ceasefire is ranked amongst the top fire safety brands in the Indian subcontinent. Airports, aircraft, the Indian Railways, ISRO, ships, factories, warehouses, malls, stadiums, offices, cars, hospitals, schools, houses and Indian Army Ammunition Depots across the country are protected by Ceasefire. And of course, millions of Indians who use these facilities. Today, a Ceasefire product is sold every 60 seconds, and used in a real life fire emergency every 5 minutes.</p> <p>Website: https://www.ceasefire.in/</p>
Job Title	Management Trainee
Job Description	<p><u>Role</u> <i>Major</i> To be responsible :</p> <ul style="list-style-type: none"> • Achieving sales target as per the business plan and as per the target assigned. <p><u>Accountability</u> <i>Job Outline / Activity</i> The position holder will be accountable to:</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 <p><u>Measurement</u> <i>Long Term Objectives:</i></p> <ul style="list-style-type: none"> • To promote & increase market share in the assigned territory and get its benefits internally and externally. <p><i>Short Term Objectives:</i></p> <ul style="list-style-type: none"> • Monthly, Quarterly, Yearly Business target is achieved through appropriate action & activity <p><i>Individual Development:</i></p> <ul style="list-style-type: none"> • To acquire continuous knowledge through interactions with peers / seniors. • To keep abreast with the latest industry trends.
Job Location	PAN India
Eligible Degrees	MBA (Marketing)
Desired Skills	<p>Skills Required</p> <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 is a core sales profile (Mandatory).
Training	<ul style="list-style-type: none"> • One week training each month followed by 3/4 weeks of field work for the 1st three months (sector 1, 2 and 3) • 4 hours of training every 1st, 2nd, 3rd and 4th Saturday of the month for Month 4, 5 and 6. These are 11 Turbocharges in these months. No training will be conducted after the 24th of the month. • In between every pitstop is a period called Deltatime where the CMT works in the field with his customers

Compensation (CTC)	Rs. 4.50 LPA
Selection Process	1. Online Test 2. Group Discussion 3. Personal Interview
Date & Time of Interview	1. Online Test - 22/01/2022 2. GD & PI - 25/01/2022
Venue	Virtual/Online