



**ਆਈ. ਕੇ. ਗੁਜਰਾਲ ਪੰਜਾਬ ਟੈਕਨੀਕਲ ਯੂਨੀਵਰਸਿਟੀ ਜਲੰਧਰ, ਕਪੂਰਥਲਾ**  
**I.K. GUJRAL PUNJAB TECHNICAL UNIVERSITY JALANDHAR, KAPURTHALA**  
**Office of Corporate Relations & Alumni**

Ref. No. IKGPTU/CRA/52.....

Dated..OCT/09/2023

Directors/Principals  
All the University Campuses/ Colleges & Institutions  
Affiliated with IKG PTU

Sub: Ceasefire Industries Pvt. Ltd. - Joint Campus Placement Drive.

Dear Sir/ Madam

I K Gujral Punjab Technical University is going to organize Ceasefire Industries Pvt. Ltd. - Joint Campus Placement Drive for its campuses & affiliated colleges as per the below mentioned details:-

Designation : Details attached  
Course/Stream : B.Tech (Any stream)/ PGDM/ MBA  
Batch eligible : 2024 passing out  
Salary Package : **During training:- 3.77 LPA**  
**After training:- 5.21 LPA**  
Selection process : Interview

Interested students may register at the below mentioned link:-

<https://docs.google.com/forms/d/1xQwE031kzeDTzQ0PGPURJJS6oSC3muQb-W-RTU66fpc/edit>

You are requested to kindly direct the Training & Placement Officer of your college/institute to share the information with the concerned students. Last date of online registration is Oct 13, 2023 before 1100 hrs.

Date, time & venue of the placement drive will be informed later on.

For any further queries, you may please call the Dr. M S Bedi, Assistant Director (CR&A), IKG PTU @ +91-9478098076.

With profound regards,

  
Er. Navdeepak Sandhu  
Deputy Director (CR&A)

CC:

- Hon'ble Vice Chancellor, IKG PTU, for his kind information.
- Head, Centre for (T&P), IKG PTU, for his kind information.

**"Propelling Punjab to a prosperous Knowledge Society"**

**I.K. Gujral Punjab Technical University**  
Jalandhar-Kapurthala Highway, Kapurthala -144 603. Phone : 01822-282580, 282549  
E-mail : placements@ptu.ac.in Website : www.ptu.ac.in

<b>Group Entity:</b>	Ceasefire Industries Limited	<b>Role Profile Date:</b>	
<b>Role Title:</b>	Ceasefire Management Trainee	<b>Job Code:</b>	
<b>New or Existing Role?</b> Existing			
<b>Line Manager's Name &amp; Role Title:</b> Branch Manager/ Head of Location			
<b>Functional Line Manager(s)' Name(s) &amp; Role Title(s):</b> Business Head			
<b>Business/Function &amp; Location:</b> <i>(Country/Department)</i>		Sales/ Business Development	
<b>Company Details:</b>			
<p>Ceasefire – Headquartered in India, Ceasefire is a fast emerging global fire safety brand, known for manufacturing globally-certified (<b>BRE LPCB, BSI Kite Mark, VDS</b>), <b>firefighting solutions that are built at the very forefront of technology.</b></p> <p><a href="https://www.ceasefire.in/about-us">https://www.ceasefire.in/about-us</a></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><b><u>One Brand, 360 Degree Fire Fighting Solutions</u></b></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><b><u>Demand Fulfiller As Well As A Demand Generator</u></b></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><b><u>Our Manufacturing Edge</u></b></p> <p>Ceasefire's competitive edge &amp; 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>			
<b>Role Context:</b>			
The objective is to take care of business development for the assigned territory.			

Skill and Responsibilities	
Job responsibilities	<ul style="list-style-type: none"> <li>• Looking after sales and marketing of the assigned territory</li> <li>• Ensuring prescribed number of sales calls per day.</li> <li>• Establish and develop network of customers</li> <li>• Generating prescribed number of fresh prospects per month</li> <li>• Product presentation to customers</li> <li>• Understand need of customer and technical aspects of selling.</li> <li>• Coordination of FAS</li> <li>• Develop Product knowledge</li> <li>• Achieving Monthly, Quarterly, Yearly Business target through appropriate action &amp; activity</li> </ul>
Skills Required	<ul style="list-style-type: none"> <li>• Good Communication Skills</li> <li>• Good Presentation Skills</li> <li>• Energetic and should have positive attitude</li> <li>• <b>Should have own conveyance and laptop as it's a core sales profile (Mandatory).</b></li> <li>• <b>Any MBA, PGDM, (B.Tech-any branch)</b></li> </ul>
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>