



Product Manager Incentive Report 01/10/2026 11:56 PM

Information:
LMTD : 01-10-2025 To 01-10-2025
MTD : 01-10-2026 To 01-10-2026

MTD Target
2,233.40 L

MTD Sales
1,454.43 L

Target Ach %
65.12 %

Achieved % - Color Legend					Earned % Definition			
< 50	50-70	70-90	90-100	100+	Target Achieved % + GP% Variance %			

	Sales - MTD			Gross Profit %			Incentive	
Regional Product Manager	Target	Achieved	Achieved %	LMTD	MTD	Variance %	Earned %	Earned
MURUGAN.K	767.16	663.10	86.44%	16.56%	15.96%	-3.64%	82.79%	0
DURAIRAJ.T	797.91	379.69	47.59%	6.34%	7.30%	15.22%	62.80%	0
JAGADEESAN.M	463.54	323.66	69.82%	18.75%	17.03%	-9.18%	60.65%	0
z_Not_Assigned	65.03	22.14	34.04%	61.95%	63.21%	2.03%	36.07%	0
PRAKASH.T.R	139.76	65.84	47.11%	25.63%	22.42%	-12.51%	34.60%	0
Total	2,233.40	1,454.43	65.12%	15.62%	14.95%	-4.29%	60.83%	0

	Sales - MTD			Gross Profit %			Incentive	
Product Manager	Target	Achieved	Achieved %	LMTD	MTD	Variance %	Earned %	Earned
VASANTH.S	228.38	292.23	127.96%	15.26%	19.76%	29.45%	157.40%	50,000
OTHERS	0.00	0.16	0.00%	13.49%	31.05%	130.11%	130.11%	0
BHARATH	105.43	99.60	94.47%	14.27%	15.78%	10.52%	104.99%	50,000
RIJURAJ.K	30.03	38.18	127.11%	9.28%	5.50%	-40.68%	86.43%	0
GOPINATH	65.61	31.39	47.84%	5.82%	7.58%	30.31%	78.15%	0
AKHIL.M	57.57	65.20	113.27%	16.38%	10.30%	-37.14%	76.13%	0
VIJAYVARMA	11.39	3.56	31.26%	13.92%	19.74%	41.84%	73.10%	0
DURAIRAJ.T	625.46	276.49	44.21%	6.06%	7.47%	23.11%	67.32%	0
SATHESKUMAR.L	354.58	233.95	65.98%	20.68%	18.70%	-9.59%	56.39%	0
LAKHITHA	68.17	34.02	49.91%	11.67%	11.68%	0.13%	50.04%	0
GANESH	12.24	6.18	50.49%	25.98%	25.66%	-1.22%	49.27%	0
BALAJI.M	23.17	14.43	62.29%	17.24%	14.88%	-13.70%	48.59%	0
BALAMURALI.B	9.21	8.61	93.49%	23.44%	10.13%	-56.79%	36.70%	0
JEGANRAJ.S	68.22	30.08	44.09%	25.14%	23.13%	-7.99%	36.10%	0
FRANCISPRABHU.B	65.03	21.98	33.80%	62.60%	63.44%	1.34%	35.14%	0
SAFIAHAMAD.K	47.06	19.68	41.82%	26.11%	24.14%	-7.54%	34.28%	0
AJITHKUMAR.K	26.84	8.93	33.29%	20.70%	20.22%	-2.34%	30.95%	0
VIJAYAN.K	357.35	228.05	63.82%	19.55%	12.74%	-34.83%	28.98%	0
RANJITHKUMAR.A	77.67	41.71	53.70%	10.05%	6.17%	-38.59%	15.11%	0
Total	2,233.40	1,454.43	65.12%	15.62%	14.95%	-4.29%	60.83%	100,000

TN - Achieved %	CHENNAI-01	WEST-03	CHENNAI-02	SOUTH-01	NORTH ARCOT	SOUTH ARCOT	WEST-01	TRICHY-01	SOUTH-03	WEST-02	Total
VASANTH.S	175%	309%	122%	100%	128%	116%	142%	111%	103%	118%	130%
BALAJI.M	92%	149%	117%	69%	124%	144%	207%	87%	180%	59%	108%
SATHESKUMAR.L	92%	83%	60%	58%	85%	74%	67%	60%	52%	53%	66%
VIJAYAN.K	72%	42%	74%	114%	62%	45%	49%	57%	42%	42%	64%
RANJITHKUMAR.A	44%	138%	80%	54%	64%	81%	65%	53%	56%	71%	64%
DURAIRAJ.T	42%	26%	69%	41%	52%	55%	52%	36%	29%	37%	45%
JEGANRAJ.S	46%	37%	50%	43%	64%	48%	35%	49%	37%	44%	45%
SAFIAHAMAD.K	39%	34%	42%	50%	44%	54%	63%	47%	29%	53%	44%
AJITHKUMAR.K	49%	18%	48%	37%	28%	36%	32%	20%	23%	26%	34%
FRANCISPRABHU.B	36%	23%	27%	56%	38%	36%	27%	17%	35%	14%	33%
Total	81%	76%	74%	68%	65%	64%	62%	57%	48%	46%	64%



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MTD Target
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MTD Sales
1,454.43 L

Target Ach %
65.12 %

ROTN-Achieved %	VIJAYAWAD A-01	TIRUPATI-01	KL-NORTH	KL-CENTRAL	KL-SOUTH	HYDERABAD -01	Total
GANESH	55%	48%					51%
GOPINATH	42%	56%					49%
RIJURAJ.K			144%	127%	82%		130%
AKHIL.M			130%	64%	80%		113%
BHARATH	98%	94%				54%	95%
BALAMURALI.B			114%	17%	38%		93%
LAKHITHA	52%	47%				81%	50%
FRANCISPRABHU.B	45%	37%	35%	31%	40%	29%	39%
VIJAYVARMA	32%	35%				4%	33%
Total	68%	65%	130%	77%	76%	53%	79%