



Product Manager Incentive Report 03/10/2026 11:55 PM

Information:
LMTD : 01-10-2025 To 03-10-2025
MTD : 01-10-2026 To 03-10-2026

MTD Target
6,700.21 L

MTD Sales
4,626.93 L

Target Ach %
69.06 %

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	2,301.49	1,787.62	77.67%	15.98%	17.23%	7.84%	85.51%	0
DURAIRAJ.T	2,393.74	1,631.60	68.16%	6.04%	6.90%	14.14%	82.30%	0
JAGADEESAN.M	1,390.61	917.29	65.96%	18.45%	18.71%	1.37%	67.33%	0
z_Not_Assigned	195.10	76.18	39.05%	62.43%	62.26%	-0.26%	38.78%	0
PRAKASH.T.R	419.27	214.24	51.10%	26.23%	21.50%	-18.04%	33.05%	0
Total	6,700.21	4,626.93	69.06%	15.32%	14.82%	-3.25%	65.81%	0

	Sales - MTD			Gross Profit %			Incentive	
Product Manager	Target	Achieved	Achieved %	LMTD	MTD	Variance %	Earned %	Earned
RIJURAJ.K	90.10	165.23	183.38%	8.33%	5.19%	-37.75%	145.63%	50,000
VASANTH.S	685.13	859.67	125.48%	15.90%	18.82%	18.41%	143.88%	50,000
BHARATH	316.30	224.58	71.00%	13.95%	16.96%	21.54%	92.54%	25,000
GOPINATH	196.83	145.37	73.85%	5.72%	6.27%	9.60%	83.46%	0
DURAIRAJ.T	1,876.38	1,175.02	62.62%	5.93%	7.10%	19.70%	82.32%	0
OTHERS	0.00	5.83	0.00%	1.64%	2.90%	77.50%	77.50%	0
LAKHITHA	204.50	72.49	35.45%	11.52%	15.91%	38.11%	73.56%	0
BALAJI.M	69.50	47.06	67.72%	17.08%	17.01%	-0.37%	67.34%	0
RANJITHKUMAR.A	233.01	162.92	69.92%	9.07%	8.49%	-6.38%	63.53%	0
SATHESKUMAR.L	1,063.74	697.58	65.58%	20.56%	19.87%	-3.34%	62.24%	0
VIJAYVARMA	34.17	14.67	42.94%	13.71%	15.94%	16.27%	59.22%	0
AKHIL.M	172.70	160.81	93.12%	17.85%	10.57%	-40.76%	52.36%	0
GANESH	36.72	17.92	48.79%	25.99%	25.24%	-2.89%	45.90%	0
VIJAYAN.K	1,072.05	570.84	53.25%	18.60%	16.45%	-11.56%	41.69%	0
JEGANRAJ.S	204.66	106.30	51.94%	25.81%	22.24%	-13.84%	38.10%	0
FRANCISPRABHU.B	195.10	75.81	38.86%	62.91%	62.42%	-0.78%	38.07%	0
AJITHKUMAR.K	80.51	38.28	47.54%	20.67%	18.48%	-10.63%	36.91%	0
SAFIAHAMAD.K	141.19	66.11	46.83%	27.10%	21.45%	-20.85%	25.97%	0
BALAMURALI.B	27.62	20.44	74.01%	26.56%	12.33%	-53.56%	20.44%	0
Total	6,700.21	4,626.93	69.06%	15.32%	14.82%	-3.25%	65.81%	125,000

TN - Achieved %	CHENNAI-01	CHENNAI-02	SOUTH-03	WEST-01	SOUTH-01	NORTH ARCOT	SOUTH ARCOT	WEST-03	TRICHY-01	WEST-02	Total
VASANTH.S	144%	123%	180%	153%	106%	91%	102%	189%	100%	107%	126%
BALAJI.M	107%	67%	69%	148%	63%	64%	93%	51%	82%	81%	82%
RANJITHKUMAR.A	49%	75%	72%	97%	71%	53%	90%	96%	67%	64%	71%
SATHESKUMAR.L	93%	72%	63%	60%	58%	79%	63%	62%	59%	49%	66%
DURAIRAJ.T	64%	84%	53%	78%	61%	63%	65%	37%	54%	58%	63%
VIJAYAN.K	67%	64%	51%	44%	68%	58%	35%	35%	47%	42%	53%
JEGANRAJ.S	68%	58%	46%	50%	45%	60%	51%	42%	50%	58%	52%
AJITHKUMAR.K	57%	61%	41%	48%	50%	43%	47%	25%	35%	50%	48%
SAFIAHAMAD.K	49%	42%	41%	72%	44%	35%	54%	44%	47%	58%	47%
FRANCISPRABHU.B	46%	32%	41%	27%	62%	49%	43%	25%	22%	21%	40%
Total	83%	80%	69%	68%	67%	65%	63%	60%	59%	55%	68%



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MTD Sales
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Target Ach %
69.06 %

ROTN-Achieved %	VIJAYAWAD A-01	TIRUPATI-01	KL-CENTRAL	KL-SOUTH	KL-NORTH	HYDERABAD -01	Total
RIJURAJ.K			273%	222%	163%		183%
AKHIL.M			77%	84%	98%		93%
BALAMURALI.B			34%	57%	82%		74%
GOPINATH	85%	62%				133%	74%
BHARATH	67%	75%				105%	71%
GANESH	52%	46%				16%	49%
VIJAYVARMA	48%	41%				14%	43%
LAKHITHA	37%	33%				90%	35%
FRANCISPRABHU.B	31%	30%	57%	68%	35%	97%	35%
Total	61%	57%	126%	122%	115%	96%	75%