



Product Manager Incentive Report 04/10/2026 11:56 PM

Information:
LMTD : 01-10-2025 To 04-10-2025
MTD : 01-10-2026 To 04-10-2026

MTD Target
8,933.61 L

MTD Sales
6,544.77 L

Target Ach %
73.26 %

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
DURAIRAJ.T	3,191.65	2,552.14	79.96%	5.99%	6.85%	14.38%	94.34%	50,000
MURUGAN.K	3,068.66	2,367.70	77.16%	16.10%	17.36%	7.82%	84.97%	0
JAGADEESAN.M	1,854.15	1,216.23	65.60%	18.69%	19.28%	3.19%	68.79%	0
PRAKASH.T.R	559.03	300.52	53.76%	24.27%	21.33%	-12.14%	41.62%	0
z_Not_Assigned	260.13	108.18	41.59%	62.47%	62.30%	-0.27%	41.32%	0
Total	8,933.61	6,544.77	73.26%	15.20%	14.54%	-4.32%	68.94%	50,000

	Sales - MTD			Gross Profit %			Incentive	
Product Manager	Target	Achieved	Achieved %	LMTD	MTD	Variance %	Earned %	Earned
RIJURAJ.K	120.13	238.91	198.87%	6.92%	5.39%	-22.00%	176.87%	50,000
VASANTH.S	913.50	1,141.14	124.92%	15.82%	18.70%	18.16%	143.08%	50,000
OTHERS	0.00	5.88	0.00%	1.68%	3.33%	98.56%	98.56%	0
DURAIRAJ.T	2,501.84	1,872.24	74.83%	5.87%	7.02%	19.59%	94.42%	0
GOPINATH	262.44	231.78	88.32%	5.73%	5.89%	2.68%	90.99%	25,000
BHARATH	421.73	279.47	66.27%	14.12%	17.10%	21.07%	87.34%	0
RANJITHKUMAR.A	310.68	220.78	71.06%	8.62%	8.96%	3.95%	75.01%	0
LAKHITHA	272.67	95.97	35.20%	11.63%	16.11%	38.48%	73.67%	0
VIJAYVARMA	45.56	20.89	45.84%	13.27%	16.22%	22.26%	68.10%	0
BALAJI.M	92.67	59.58	64.30%	16.86%	17.05%	1.15%	65.45%	0
SATHESKUMAR.L	1,418.32	935.84	65.98%	20.71%	20.41%	-1.44%	64.54%	0
SAFIAHAMAD.K	188.26	90.14	47.88%	18.72%	21.16%	12.98%	60.86%	0
AKHIL.M	230.26	207.29	90.03%	17.68%	10.79%	-38.98%	51.04%	0
GANESH	48.96	24.01	49.03%	26.13%	24.84%	-4.96%	44.07%	0
VIJAYAN.K	1,429.40	769.48	53.83%	18.72%	16.85%	-10.02%	43.81%	0
AJITHKUMAR.K	107.35	62.59	58.30%	20.90%	17.66%	-15.51%	42.80%	0
FRANCISPRABHU.B	260.13	107.76	41.43%	62.95%	62.41%	-0.85%	40.57%	0
JEGANRAJ.S	272.88	152.20	55.77%	26.03%	22.06%	-15.27%	40.50%	0
BALAMURALI.B	36.83	28.82	78.25%	27.42%	13.02%	-52.52%	25.73%	0
Total	8,933.61	6,544.77	73.26%	15.20%	14.54%	-4.32%	68.94%	125,000

TN - Achieved %	CHENNAI-01	CHENNAI-02	WEST-01	NORTH ARCOT	SOUTH-03	SOUTH-01	SOUTH ARCOT	WEST-03	TRICHY-01	WEST-02	Total
VASANTH.S	144%	125%	148%	95%	180%	100%	97%	178%	103%	114%	125%
BALAJI.M	105%	72%	137%	56%	56%	54%	69%	49%	71%	67%	75%
DURAIRAJ.T	86%	102%	94%	73%	59%	70%	75%	54%	63%	70%	75%
RANJITHKUMAR.A	52%	87%	96%	59%	75%	64%	89%	81%	73%	63%	71%
SATHESKUMAR.L	92%	80%	61%	80%	58%	59%	63%	61%	59%	52%	66%
AJITHKUMAR.K	68%	77%	57%	56%	45%	58%	58%	37%	41%	68%	58%
JEGANRAJ.S	76%	64%	52%	60%	49%	49%	56%	48%	52%	62%	56%
VIJAYAN.K	73%	68%	48%	58%	50%	63%	40%	39%	45%	39%	54%
SAFIAHAMAD.K	50%	44%	71%	38%	44%	42%	59%	53%	45%	54%	48%
FRANCISPRABHU.B	51%	38%	29%	55%	43%	62%	48%	31%	23%	21%	42%
Total	92%	90%	74%	71%	70%	69%	68%	64%	63%	60%	73%



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MTD Sales
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Target Ach %
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ROTN-Achieved %	VIJAYAWAD A-01	TIRUPATI-01	KL-SOUTH	KL-CENTRAL	KL-NORTH	HYDERABAD -01	Total
RIJURAJ.K			264%	288%	170%		199%
AKHIL.M			90%	70%	92%		90%
GOPINATH	101%	76%				144%	88%
BALAMURALI.B			68%	53%	83%		78%
BHARATH	61%	71%				84%	66%
GANESH	52%	47%				29%	49%
VIJAYVARMA	51%	43%				16%	46%
FRANCISPRABHU.B	30%	31%	79%	59%	41%	73%	37%
LAKHITHA	37%	33%				84%	35%
Total	62%	59%	139%	128%	114%	89%	77%