



Product Manager Incentive Report 05/10/2026 6:00 AM

Information:

LMTD : 01-10-2025 To 05-10-2025

MTD : 01-10-2026 To 05-10-2026

MTD Target

11,167.01 L

MTD Sales

6,550.10 L

Target Ach %

58.66 %

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	3,989.56	2,557.27	64.10%	6.08%	6.85%	12.63%	76.73%	0
MURUGAN.K	3,835.82	2,367.70	61.73%	16.23%	17.36%	6.93%	68.66%	0
JAGADEESAN.M	2,317.68	1,216.23	52.48%	18.82%	19.28%	2.46%	54.93%	0
z_Not_Assigned	325.16	108.23	33.28%	62.63%	62.31%	-0.51%	32.77%	0
PRAKASH.T.R	698.79	300.67	43.03%	24.68%	21.33%	-13.60%	29.43%	0
Total	11,167.01	6,550.10	58.66%	15.36%	14.54%	-5.33%	53.33%	0

	Sales - MTD			Gross Profit %			Incentive	
Product Manager	Target	Achieved	Achieved %	LMTD	MTD	Variance %	Earned %	Earned
RIJURAJ.K	150.17	239.22	159.30%	6.36%	5.42%	-14.83%	144.47%	50,000
VASANTH.S	1,141.88	1,141.14	99.94%	15.96%	18.70%	17.20%	117.13%	50,000
OTHERS	0.00	5.88	0.00%	1.85%	3.33%	79.81%	79.81%	0
DURAIRAJ.T	3,127.30	1,875.35	59.97%	5.95%	7.02%	18.09%	78.05%	0
GOPINATH	328.05	233.42	71.15%	5.73%	5.89%	2.79%	73.94%	0
BHARATH	527.16	279.47	53.01%	14.19%	17.10%	20.53%	73.55%	0
LAKHITHA	340.83	95.97	28.16%	11.71%	16.11%	37.60%	65.75%	0
RANJITHKUMAR.A	388.35	220.78	56.85%	8.87%	8.96%	1.05%	57.90%	0
VIJAYVARMA	56.95	20.91	36.72%	13.82%	16.21%	17.35%	54.07%	0
BALAJI.M	115.83	59.58	51.44%	16.86%	17.05%	1.18%	52.62%	0
SATHESKUMAR.L	1,772.89	935.84	52.79%	20.74%	20.41%	-1.61%	51.17%	0
SAFIAHAMAD.K	235.32	90.21	38.34%	20.02%	21.15%	5.64%	43.97%	0
GANESH	61.20	24.01	39.23%	26.22%	24.84%	-5.27%	33.95%	0
VIJAYAN.K	1,786.75	769.48	43.07%	18.78%	16.85%	-10.31%	32.76%	0
AKHIL.M	287.83	207.29	72.02%	17.77%	10.79%	-39.29%	32.73%	0
FRANCISPRABHU.B	325.16	107.81	33.16%	63.14%	62.42%	-1.14%	32.01%	0
AJITHKUMAR.K	134.19	62.63	46.67%	21.13%	17.67%	-16.40%	30.27%	0
JEGANRAJ.S	341.10	152.28	44.64%	26.15%	22.06%	-15.65%	28.99%	0
BALAMURALI.B	46.04	28.82	62.60%	27.12%	13.02%	-52.00%	10.60%	0
Total	11,167.01	6,550.10	58.66%	15.36%	14.54%	-5.33%	53.33%	100,000

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	115%	100%	118%	76%	144%	80%	78%	143%	83%	91%	100%
DURAIRAJ.T	69%	81%	76%	58%	47%	57%	60%	43%	50%	56%	60%
BALAJI.M	83%	58%	109%	44%	43%	44%	55%	39%	50%	54%	59%
RANJITHKUMAR.A	42%	70%	77%	47%	60%	51%	71%	64%	58%	50%	57%
SATHESKUMAR.L	74%	64%	49%	64%	47%	47%	51%	49%	47%	41%	53%
AJITHKUMAR.K	54%	62%	46%	45%	36%	47%	46%	29%	33%	54%	47%
JEGANRAJ.S	61%	51%	42%	48%	39%	39%	45%	38%	42%	50%	45%
VIJAYAN.K	58%	55%	39%	46%	40%	51%	32%	31%	36%	31%	43%
SAFIAHAMAD.K	41%	35%	57%	30%	35%	33%	48%	42%	36%	43%	38%
FRANCISPRABHU.B	41%	31%	23%	44%	34%	50%	38%	25%	18%	17%	34%
Total	73%	72%	59%	56%	56%	55%	54%	51%	50%	48%	58%



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MTD Target
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MTD Sales
6,550.10 L

Target Ach %
58.66 %

ROTN-Achieved %	VIJAYAWAD A-01	TIRUPATI-01	KL-SOUTH	KL-CENTRAL	KL-NORTH	HYDERABAD -01	Total
RIJURAJ.K			211%	231%	136%		159%
AKHIL.M			72%	56%	74%		72%
GOPINATH	81%	61%				115%	71%
BALAMURALI.B			55%	42%	66%		63%
BHARATH	49%	57%				67%	53%
GANESH	42%	38%				23%	39%
VIJAYVARMA	41%	34%				13%	37%
FRANCISPRABHU.B	24%	25%	63%	47%	33%	58%	29%
LAKHITHA	29%	26%				67%	28%
Total	50%	48%	112%	102%	91%	71%	62%