



Product Manager Incentive Report 08/09/2026 11:56 PM

Information:
LMTD : 01-09-2025 To 08-09-2025
MTD : 01-09-2026 To 08-09-2026

MTD Target
13,618.96 L

MTD Sales
9,615.48 L

Target Ach %
70.60 %

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	4,463.40	3,023.33	67.74%	5.95%	7.90%	32.88%	100.62%	100,000
JAGADEESAN.M	3,321.98	2,549.25	76.74%	19.78%	19.83%	0.27%	77.01%	0
MURUGAN.K	5,258.39	3,726.20	70.86%	16.05%	14.98%	-6.63%	64.24%	0
z_Not_Assigned	575.19	316.70	55.06%	46.83%	48.51%	3.59%	58.65%	0
Total	13,618.96	9,615.48	70.60%	15.43%	15.15%	-1.86%	68.74%	100,000

	Sales - MTD			Gross Profit %			Incentive	
Product Manager	Target	Achieved	Achieved %	LMTD	MTD	Variance %	Earned %	Earned
RIJURAJ.K	339.04	272.12	80.26%	3.80%	6.78%	78.56%	158.82%	50,000
DURAIRAJ.T	3,788.56	2,435.45	64.28%	6.02%	8.33%	38.36%	102.65%	0
GOPINATH	360.05	266.33	73.97%	5.57%	7.12%	27.73%	101.70%	50,000
SATHESKUMAR.L	2,055.53	1,611.60	78.40%	18.33%	20.46%	11.64%	90.04%	25,000
VASANTH.S	2,056.91	1,684.66	81.90%	15.52%	16.18%	4.23%	86.14%	0
BHARATH	663.92	545.14	82.11%	15.44%	15.35%	-0.58%	81.53%	0
JEGANRAJ.S	385.62	286.31	74.25%	27.31%	23.72%	-13.18%	61.07%	0
RANJITHKUMAR.A	632.15	438.11	69.31%	10.49%	9.27%	-11.60%	57.71%	0
GANESH	76.12	54.55	71.66%	27.16%	22.78%	-16.13%	55.53%	0
FRANCISPRABHU.B	396.74	207.31	52.25%	62.94%	64.76%	2.89%	55.14%	0
VIJAYVARMA	66.04	49.05	74.28%	8.76%	7.06%	-19.36%	54.92%	0
VIJAYAN.K	1,585.85	988.38	62.32%	19.08%	17.42%	-8.69%	53.63%	0
BALAJI.M	160.34	103.68	64.67%	23.86%	20.71%	-13.19%	51.47%	0
BALAMURALI.B	514.11	343.31	66.78%	15.16%	12.12%	-20.11%	46.67%	0
AJITHKUMAR.K	158.63	93.74	59.09%	23.79%	20.19%	-15.12%	43.98%	0
LAKHITHA	379.36	169.43	44.66%	18.33%	11.52%	-37.16%	7.50%	0
OTHERS	0.00	66.31	0.00%	4.13%	-3.35%	-181.08%	-181.08%	0
Total	13,618.96	9,615.48	70.60%	15.43%	15.15%	-1.86%	68.74%	125,000

TN - Achieved %	CHENNAI-01	SOUTH-03	NORTH ARCOT	SOUTH ARCOT	TRICHY-01	WEST-02	WEST-01	CHENNAI-02	SOUTH-01	WEST-03	Total
VASANTH.S	87%	103%	98%	79%	92%	84%	69%	67%	68%	106%	82%
SATHESKUMAR.L	94%	71%	94%	84%	80%	75%	73%	79%	72%	63%	78%
JEGANRAJ.S	77%	79%	71%	83%	86%	80%	59%	69%	69%	72%	74%
RANJITHKUMAR.A	67%	74%	65%	79%	72%	56%	95%	84%	60%	61%	69%
BALAJI.M	80%	61%	51%	70%	63%	63%	59%	76%	53%	60%	65%
DURAIRAJ.T	66%	64%	69%	70%	62%	67%	72%	60%	60%	57%	64%
VIJAYAN.K	73%	70%	61%	67%	67%	72%	52%	55%	56%	51%	62%
AJITHKUMAR.K	79%	50%	52%	54%	47%	54%	69%	57%	68%	36%	59%
FRANCISPRABHU.B	54%	74%	64%	53%	37%	28%	30%	38%	75%	36%	53%
Total	78%	75%	74%	74%	73%	69%	68%	64%	64%	63%	70%



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MTD Sales
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Target Ach %
70.60 %

ROTN-Achieved %	TIRUPATI-01	VIJAYAWAD A-01	KL-NORTH	KL-CENTRAL	KL-SOUTH	HYDERABAD -01	Total
BHARATH	98%	72%				28%	82%
RIJURAJ.K			85%	125%	61%		80%
VIJAYVARMA	72%	77%				64%	74%
GOPINATH	71%	80%				17%	74%
GANESH	70%	75%				23%	72%
BALAMURALI.B			80%	56%	52%		67%
FRANCISPRABHU.B	71%	45%	39%	52%	18%	22%	48%
LAKHITHA	50%	41%				22%	45%
Total	77%	66%	81%	72%	54%	27%	70%