



Product Manager Incentive Report 09/09/2026 9:26 PM

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

MTD Target
15,321.37 L

MTD Sales
10,668.92 L

Target Ach %
69.63 %

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	5,021.34	3,396.95	67.65%	6.01%	7.83%	30.18%	97.83%	50,000
JAGADEESAN.M	3,737.24	2,809.69	75.18%	19.96%	19.93%	-0.15%	75.03%	0
MURUGAN.K	5,915.70	4,109.21	69.46%	15.34%	15.00%	-2.18%	67.28%	0
z_Not_Assigned	647.09	353.09	54.57%	46.34%	46.16%	-0.38%	54.18%	0
Total	15,321.37	10,668.92	69.63%	15.19%	15.05%	-0.92%	68.72%	50,000

	Sales - MTD			Gross Profit %			Incentive	
Product Manager	Target	Achieved	Achieved %	LMTD	MTD	Variance %	Earned %	Earned
RIJURAJ.K	381.43	298.25	78.19%	3.85%	6.71%	74.12%	152.31%	50,000
RANJITHKUMAR.A	711.17	474.37	66.70%	5.32%	9.62%	80.66%	147.36%	50,000
GOPINATH	405.06	308.06	76.05%	5.56%	7.14%	28.27%	104.32%	50,000
DURAIRAJ.T	4,262.14	2,709.55	63.57%	6.09%	8.32%	36.59%	100.16%	0
SATHESKUMAR.L	2,312.48	1,781.09	77.02%	18.50%	20.56%	11.13%	88.15%	0
VASANTH.S	2,314.03	1,855.31	80.18%	15.74%	16.32%	3.72%	83.90%	0
BHARATH	746.92	600.43	80.39%	15.47%	15.51%	0.27%	80.66%	0
JEGANRAJ.S	433.83	318.07	73.32%	27.42%	23.74%	-13.43%	59.89%	0
FRANCISPRABHU.B	446.33	228.98	51.30%	63.04%	64.71%	2.64%	53.95%	0
VIJAYVARMA	74.29	51.79	69.71%	9.21%	7.72%	-16.15%	53.57%	0
GANESH	85.63	58.38	68.17%	27.14%	22.81%	-15.94%	52.22%	0
VIJAYAN.K	1,784.08	1,098.76	61.59%	19.10%	16.96%	-11.22%	50.37%	0
BALAJI.M	180.38	114.88	63.69%	24.08%	20.52%	-14.79%	48.90%	0
BALAMURALI.B	578.38	381.91	66.03%	15.34%	12.09%	-21.20%	44.83%	0
AJITHKUMAR.K	178.46	103.33	57.90%	23.74%	20.14%	-15.17%	42.73%	0
LAKHITHA	426.78	182.86	42.85%	18.46%	11.59%	-37.21%	5.64%	0
OTHERS	0.00	102.89	0.00%	3.44%	-8.72%	-353.19%	-353.19%	0
Total	15,321.37	10,668.92	69.63%	15.19%	15.05%	-0.92%	68.72%	150,000

TN - Achieved %	CHENNAI-01	SOUTH-03	NORTH ARCOT	TRICHY-01	SOUTH ARCOT	WEST-02	WEST-01	WEST-03	CHENNAI-02	SOUTH-01	Total
VASANTH.S	84%	100%	98%	90%	76%	85%	66%	108%	66%	67%	80%
SATHESKUMAR.L	91%	70%	92%	80%	81%	75%	69%	61%	79%	69%	77%
JEGANRAJ.S	74%	79%	73%	87%	83%	78%	57%	68%	68%	68%	73%
RANJITHKUMAR.A	63%	71%	62%	71%	79%	57%	88%	61%	77%	58%	67%
BALAJI.M	74%	64%	53%	61%	71%	59%	58%	58%	74%	57%	64%
DURAIRAJ.T	64%	66%	69%	64%	70%	65%	71%	57%	58%	59%	64%
VIJAYAN.K	69%	69%	62%	65%	66%	70%	51%	51%	57%	55%	62%
AJITHKUMAR.K	81%	50%	51%	47%	51%	53%	65%	35%	55%	65%	58%
FRANCISPRABHU.B	52%	74%	63%	37%	51%	28%	30%	36%	37%	74%	52%
Total	75%	74%	74%	73%	72%	68%	65%	63%	63%	63%	69%



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MTD Sales
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Target Ach %
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ROTN-Achieved %	TIRUPATI-01	VIJAYAWAD A-01	KL-NORTH	KL-CENTRAL	KL-SOUTH	HYDERABAD -01	Total
BHARATH	95%	71%				27%	80%
RIJURAJ.K			83%	111%	61%		78%
GOPINATH	72%	82%				53%	76%
VIJAYVARMA	68%	73%				58%	70%
GANESH	67%	71%				21%	68%
BALAMURALI.B			78%	54%	53%		66%
FRANCISPRABHU.B	71%	44%	38%	47%	19%	28%	47%
LAKHITHA	48%	39%				20%	43%
Total	75%	65%	79%	67%	54%	34%	69%