



Product Manager Incentive Report 10/09/2026 11:55 PM

Information:
LMTD : 01-09-2025 To 10-09-2025
MTD : 01-09-2026 To 10-09-2026

MTD Target
17,023.73 L

MTD Sales
12,085.66 L

Target Ach %
70.99 %

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	5,579.26	3,947.34	70.75%	6.07%	7.62%	25.54%	96.29%	50,000
JAGADEESAN.M	4,152.48	3,129.67	75.37%	20.15%	20.03%	-0.59%	74.78%	0
MURUGAN.K	6,573.00	4,611.29	70.16%	15.49%	15.18%	-2.01%	68.14%	0
z_Not_Assigned	718.99	397.36	55.27%	46.11%	46.14%	0.07%	55.33%	0
Total	17,023.73	12,085.66	70.99%	15.27%	14.99%	-1.84%	69.15%	50,000

	Sales - MTD			Gross Profit %			Incentive	
Product Manager	Target	Achieved	Achieved %	LMTD	MTD	Variance %	Earned %	Earned
RIJURAJ.K	423.81	320.87	75.71%	3.88%	6.75%	73.91%	149.62%	50,000
RANJITHKUMAR.A	790.18	528.04	66.83%	5.91%	9.97%	68.67%	135.50%	50,000
GOPINATH	450.07	372.91	82.86%	5.55%	7.10%	27.91%	110.77%	50,000
DURAIRAJ.T	4,735.71	3,149.69	66.51%	6.16%	8.08%	31.19%	97.70%	0
SATHESKUMAR.L	2,569.42	1,997.05	77.72%	18.72%	20.64%	10.24%	87.96%	0
VASANTH.S	2,571.14	2,095.16	81.49%	15.89%	16.54%	4.12%	85.61%	0
BHARATH	829.91	647.24	77.99%	15.42%	15.68%	1.72%	79.71%	0
JEGANRAJ.S	482.03	355.57	73.77%	27.51%	23.77%	-13.60%	60.17%	0
FRANCISPRABHU.B	495.92	255.42	51.51%	63.11%	64.69%	2.51%	54.02%	0
VIJAYAN.K	1,982.31	1,232.42	62.17%	19.26%	16.98%	-11.85%	50.33%	0
BALAJI.M	200.42	130.72	65.22%	24.19%	20.57%	-14.96%	50.27%	0
GANESH	95.15	62.56	65.75%	27.17%	22.89%	-15.75%	50.00%	0
VIJAYVARMA	82.55	58.80	71.23%	9.32%	7.25%	-22.21%	49.03%	0
BALAMURALI.B	642.64	435.49	67.77%	15.53%	12.16%	-21.71%	46.06%	0
AJITHKUMAR.K	198.28	117.69	59.36%	23.63%	19.89%	-15.84%	43.51%	0
LAKHITHA	474.20	193.32	40.77%	18.09%	12.03%	-33.49%	7.28%	0
OTHERS	0.00	132.71	0.00%	3.20%	-6.28%	-296.36%	-296.36%	0
Total	17,023.73	12,085.66	70.99%	15.27%	14.99%	-1.84%	69.15%	150,000

TN - Achieved %	CHENNAI-01	NORTH ARCOT	TRICHY-01	SOUTH-03	SOUTH ARCOT	WEST-02	WEST-03	WEST-01	CHENNAI-02	SOUTH-01	Total
VASANTH.S	84%	101%	96%	99%	78%	86%	112%	67%	65%	68%	81%
SATHESKUMAR.L	92%	94%	83%	71%	86%	72%	61%	68%	79%	70%	78%
JEGANRAJ.S	74%	73%	91%	78%	84%	77%	68%	56%	67%	69%	74%
RANJITHKUMAR.A	62%	65%	72%	69%	79%	60%	64%	83%	79%	57%	67%
DURAIRAJ.T	71%	72%	67%	67%	71%	67%	66%	75%	61%	60%	67%
BALAJI.M	74%	52%	62%	62%	76%	57%	63%	65%	71%	64%	65%
VIJAYAN.K	68%	62%	68%	69%	65%	68%	53%	50%	58%	58%	62%
AJITHKUMAR.K	84%	53%	46%	49%	49%	54%	36%	62%	61%	65%	59%
FRANCISPRABHU.B	52%	67%	40%	74%	51%	27%	37%	29%	36%	74%	53%
Total	77%	76%	76%	74%	74%	68%	67%	65%	64%	64%	70%



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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
GOPINATH	80%	88%				53%	83%
BHARATH	91%	70%				24%	78%
RIJURAJ.K			80%	103%	61%		76%
VIJAYVARMA	73%	72%				53%	71%
BALAMURALI.B			81%	52%	55%		68%
GANESH	66%	67%				19%	66%
FRANCISPRABHU.B	69%	43%	38%	44%	21%	25%	46%
LAKHITHA	45%	38%				18%	41%
Total	75%	65%	79%	64%	55%	32%	69%