



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

Information:
LMTD : 01-09-2025 To 11-09-2025
MTD : 01-09-2026 To 11-09-2026

MTD Target
18,726.08 L

MTD Sales
13,374.63 L

Target Ach %
71.42 %

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	6,137.18	4,399.27	71.68%	6.13%	7.68%	25.37%	97.05%	50,000
JAGADEESAN.M	4,567.73	3,462.12	75.80%	20.18%	20.01%	-0.85%	74.95%	0
MURUGAN.K	7,230.29	5,079.36	70.25%	15.62%	15.20%	-2.72%	67.53%	0
z_Not_Assigned	790.89	433.89	54.86%	46.00%	46.57%	1.24%	56.10%	0
Total	18,726.08	13,374.63	71.42%	15.33%	14.99%	-2.19%	69.24%	50,000

	Sales - MTD			Gross Profit %			Incentive	
Product Manager	Target	Achieved	Achieved %	LMTD	MTD	Variance %	Earned %	Earned
RIJURAJ.K	466.19	340.04	72.94%	4.04%	6.83%	68.94%	141.88%	50,000
RANJITHKUMAR.A	869.20	578.96	66.61%	6.40%	10.05%	56.90%	123.51%	50,000
GOPINATH	495.07	397.77	80.35%	5.58%	7.12%	27.63%	107.98%	50,000
DURAIRAJ.T	5,209.28	3,539.09	67.94%	6.21%	8.14%	30.98%	98.91%	0
SATHESKUMAR.L	2,826.36	2,215.30	78.38%	18.75%	20.60%	9.87%	88.25%	0
VASANTH.S	2,828.25	2,297.82	81.25%	15.99%	16.58%	3.72%	84.96%	0
BHARATH	912.89	716.64	78.50%	15.46%	15.69%	1.48%	79.98%	0
JEGANRAJ.S	530.23	399.54	75.35%	27.52%	23.64%	-14.11%	61.25%	0
FRANCISPRABHU.B	545.51	280.45	51.41%	63.04%	64.73%	2.68%	54.09%	0
VIJAYVARMA	90.80	62.56	68.90%	9.53%	7.74%	-18.73%	50.18%	0
GANESH	104.66	67.16	64.17%	26.76%	22.94%	-14.26%	49.91%	0
VIJAYAN.K	2,180.54	1,363.60	62.53%	19.32%	16.88%	-12.66%	49.88%	0
BALAJI.M	220.46	142.61	64.69%	24.28%	20.38%	-16.07%	48.62%	0
BALAMURALI.B	706.91	482.89	68.31%	15.57%	12.24%	-21.39%	46.93%	0
AJITHKUMAR.K	218.11	127.35	58.39%	23.81%	19.98%	-16.12%	42.27%	0
LAKHITHA	521.62	210.04	40.27%	17.94%	12.22%	-31.84%	8.42%	0
OTHERS	0.00	152.82	0.00%	3.03%	-5.28%	-274.48%	-274.48%	0
Total	18,726.08	13,374.63	71.42%	15.33%	14.99%	-2.19%	69.24%	150,000

TN - Achieved %	CHENNAI-01	TRICHY-01	NORTH ARCOT	SOUTH-03	SOUTH ARCOT	WEST-02	WEST-03	WEST-01	CHENNAI-02	SOUTH-01	Total
VASANTH.S	82%	96%	103%	99%	78%	85%	112%	65%	64%	68%	81%
SATHESKUMAR.L	91%	85%	92%	73%	88%	74%	63%	68%	77%	73%	78%
JEGANRAJ.S	74%	91%	72%	82%	86%	79%	68%	59%	68%	72%	75%
DURAIRAJ.T	77%	67%	72%	66%	70%	68%	69%	77%	65%	61%	68%
RANJITHKUMAR.A	62%	73%	63%	71%	80%	60%	60%	81%	75%	59%	67%
BALAJI.M	72%	65%	53%	61%	75%	56%	62%	65%	69%	63%	65%
VIJAYAN.K	67%	71%	63%	69%	64%	68%	51%	51%	58%	58%	63%
AJITHKUMAR.K	84%	45%	53%	49%	49%	54%	35%	60%	60%	63%	58%
FRANCISPRABHU.B	53%	40%	66%	73%	51%	28%	37%	29%	36%	74%	53%
Total	78%	77%	76%	74%	74%	69%	67%	66%	65%	65%	71%



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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	78%	84%				53%	80%
BHARATH	92%	70%				28%	79%
RIJURAJ.K			75%	94%	63%		73%
VIJAYVARMA	71%	69%				48%	69%
BALAMURALI.B			81%	52%	56%		68%
GANESH	65%	66%				17%	64%
FRANCISPRABHU.B	67%	41%	38%	43%	25%	23%	46%
LAKHITHA	44%	38%				18%	40%
Total	75%	64%	77%	62%	57%	33%	68%