



Product Manager Incentive Report 12/09/2026 11:55 PM

Information:
LMTD : 01-09-2025 To 12-09-2025
MTD : 01-09-2026 To 12-09-2026

MTD Target
20,428.49 L

MTD Sales
15,215.05 L

Target Ach %
74.48 %

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	6,695.12	4,926.90	73.59%	6.12%	7.73%	26.31%	99.90%	50,000
JAGADEESAN.M	4,982.98	3,968.23	79.64%	20.27%	19.98%	-1.44%	78.20%	0
MURUGAN.K	7,887.60	5,837.20	74.00%	15.72%	15.22%	-3.14%	70.86%	0
z_Not_Assigned	862.79	482.71	55.95%	46.13%	47.07%	2.04%	57.99%	0
Total	20,428.49	15,215.05	74.48%	15.37%	15.05%	-2.07%	72.41%	50,000

	Sales - MTD			Gross Profit %			Incentive	
Product Manager	Target	Achieved	Achieved %	LMTD	MTD	Variance %	Earned %	Earned
RIJURAJ.K	508.57	405.56	79.75%	4.07%	6.88%	69.04%	148.78%	50,000
RANJITHKUMAR.A	948.22	658.10	69.40%	6.70%	10.18%	51.84%	121.24%	50,000
GOPINATH	540.08	453.53	83.97%	5.57%	7.33%	31.64%	115.62%	50,000
DURAIRAJ.T	5,682.86	3,946.78	69.45%	6.21%	8.15%	31.25%	100.71%	0
SATHESKUMAR.L	3,083.30	2,556.38	82.91%	18.83%	20.52%	8.94%	91.85%	25,000
VASANTH.S	3,085.37	2,637.03	85.47%	16.07%	16.54%	2.93%	88.40%	0
BHARATH	995.89	822.41	82.58%	15.51%	15.65%	0.90%	83.49%	0
JEGANRAJ.S	578.44	464.82	80.36%	27.60%	23.59%	-14.51%	65.84%	0
FRANCISPRABHU.B	595.10	314.91	52.92%	63.11%	64.78%	2.64%	55.56%	0
VIJAYVARMA	99.06	70.47	71.14%	9.84%	8.25%	-16.12%	55.03%	0
VIJAYAN.K	2,378.78	1,567.07	65.88%	19.40%	16.91%	-12.84%	53.04%	0
GANESH	114.18	74.74	65.46%	26.83%	23.11%	-13.86%	51.60%	0
BALAJI.M	240.51	160.96	66.93%	24.35%	20.19%	-17.10%	49.83%	0
BALAMURALI.B	771.17	542.41	70.34%	15.69%	12.14%	-22.59%	47.75%	0
AJITHKUMAR.K	237.94	139.36	58.57%	23.93%	19.80%	-17.27%	41.30%	0
LAKHITHA	569.04	247.30	43.46%	17.85%	12.56%	-29.64%	13.82%	0
OTHERS	0.00	153.20	0.00%	3.22%	-5.24%	-262.52%	-262.52%	0
Total	20,428.49	15,215.05	74.48%	15.37%	15.05%	-2.07%	72.41%	175,000

TN - Achieved %	TRICHY-01	SOUTH-03	CHENNAI-01	NORTH ARCOT	SOUTH ARCOT	WEST-02	WEST-03	CHENNAI-02	SOUTH-01	WEST-01	Total
VASANTH.S	103%	105%	84%	111%	80%	102%	119%	68%	71%	65%	85%
SATHESKUMAR.L	91%	78%	93%	97%	90%	84%	68%	78%	78%	70%	83%
JEGANRAJ.S	95%	89%	79%	79%	89%	84%	75%	71%	77%	62%	80%
DURAIRAJ.T	68%	72%	78%	74%	71%	70%	71%	66%	61%	77%	69%
RANJITHKUMAR.A	77%	80%	62%	63%	81%	64%	64%	78%	61%	80%	69%
BALAJI.M	69%	67%	73%	54%	78%	62%	65%	70%	63%	65%	67%
VIJAYAN.K	74%	76%	70%	67%	66%	71%	53%	61%	61%	52%	66%
AJITHKUMAR.K	45%	52%	84%	52%	49%	54%	35%	61%	63%	59%	59%
FRANCISPRABHU.B	42%	75%	55%	67%	51%	30%	39%	37%	75%	30%	54%
Total	81%	81%	80%	80%	75%	74%	71%	67%	67%	67%	74%



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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	84%	86%				48%	84%
BHARATH	98%	72%				28%	83%
RIJURAJ.K			82%	117%	67%		80%
VIJAYVARMA	76%	70%				45%	71%
BALAMURALI.B			82%	52%	60%		70%
GANESH	67%	66%				16%	65%
FRANCISPRABHU.B	72%	42%	37%	40%	28%	22%	48%
LAKHITHA	50%	39%				17%	43%
Total	80%	66%	81%	67%	61%	31%	72%