



Product Manager Incentive Report 13/09/2026 11:56 PM

Information:
LMTD : 01-09-2025 To 13-09-2025
MTD : 01-09-2026 To 13-09-2026

MTD Target
22,130.85 L

MTD Sales
16,770.91 L

Target Ach %
75.78 %

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	7,253.04	5,339.64	73.62%	6.17%	7.80%	26.36%	99.98%	50,000
JAGADEESAN.M	5,398.23	4,457.56	82.57%	20.42%	19.95%	-2.31%	80.27%	0
MURUGAN.K	8,544.90	6,443.16	75.40%	15.79%	15.27%	-3.28%	72.12%	0
z_Not_Assigned	934.68	530.54	56.76%	46.27%	47.50%	2.66%	59.42%	0
Total	22,130.85	16,770.91	75.78%	15.44%	15.15%	-1.85%	73.93%	50,000

	Sales - MTD			Gross Profit %			Incentive	
Product Manager	Target	Achieved	Achieved %	LMTD	MTD	Variance %	Earned %	Earned
RIJURAJ.K	550.95	427.82	77.65%	4.22%	6.93%	64.28%	141.93%	50,000
RANJITHKUMAR.A	1,027.24	724.87	70.56%	6.97%	10.32%	47.95%	118.51%	50,000
GOPINATH	585.09	492.48	84.17%	5.60%	7.38%	31.87%	116.04%	50,000
DURAIRAJ.T	6,156.42	4,300.09	69.85%	6.26%	8.19%	30.97%	100.82%	0
SATHESKUMAR.L	3,340.24	2,888.00	86.46%	18.98%	20.45%	7.77%	94.23%	25,000
VASANTH.S	3,342.48	2,902.44	86.84%	16.16%	16.53%	2.31%	89.14%	0
BHARATH	1,078.88	912.05	84.54%	15.59%	15.61%	0.17%	84.71%	0
JEGANRAJ.S	626.64	521.15	83.17%	27.68%	23.59%	-14.78%	68.38%	0
VIJAYVARMA	107.31	79.38	73.98%	9.79%	8.54%	-12.79%	61.19%	0
FRANCISPRABHU.B	644.70	348.70	54.09%	63.13%	64.79%	2.64%	56.73%	0
VIJAYAN.K	2,577.01	1,740.64	67.55%	19.46%	17.02%	-12.52%	55.03%	0
GANESH	123.69	82.46	66.67%	26.87%	23.30%	-13.29%	53.38%	0
BALAJI.M	260.55	177.82	68.25%	24.50%	20.04%	-18.17%	50.08%	0
BALAMURALI.B	835.43	588.55	70.45%	15.78%	12.05%	-23.61%	46.84%	0
AJITHKUMAR.K	257.77	151.72	58.86%	24.02%	19.80%	-17.60%	41.26%	0
LAKHITHA	616.46	279.29	45.31%	17.83%	12.74%	-28.51%	16.80%	0
OTHERS	0.00	153.45	0.00%	3.52%	-5.20%	-247.98%	-247.98%	0
Total	22,130.85	16,770.91	75.78%	15.44%	15.15%	-1.85%	73.93%	175,000

TN - Achieved %	TRICHY-01	NORTH ARCOT	CHENNAI-01	SOUTH-03	WEST-02	SOUTH ARCOT	WEST-03	WEST-01	CHENNAI-02	SOUTH-01	Total
VASANTH.S	106%	111%	85%	108%	107%	80%	118%	66%	69%	72%	87%
SATHESKUMAR.L	94%	102%	99%	81%	89%	92%	73%	76%	82%	78%	86%
JEGANRAJ.S	97%	83%	83%	91%	91%	89%	79%	66%	74%	79%	83%
RANJITHKUMAR.A	79%	69%	64%	80%	66%	81%	66%	84%	78%	59%	71%
DURAIRAJ.T	68%	77%	79%	71%	71%	71%	72%	77%	66%	60%	70%
BALAJI.M	68%	60%	73%	68%	67%	75%	66%	73%	70%	62%	68%
VIJAYAN.K	73%	70%	74%	77%	75%	69%	57%	54%	62%	61%	68%
AJITHKUMAR.K	45%	53%	81%	52%	54%	48%	36%	66%	62%	61%	59%
FRANCISPRABHU.B	43%	69%	56%	76%	31%	52%	41%	34%	37%	75%	55%
Total	83%	83%	82%	82%	77%	76%	73%	70%	68%	67%	76%



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MTD Sales
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Target Ach %
75.78 %

ROTN-Achieved %	TIRUPATI-01	VIJAYAWAD A-01	KL-NORTH	KL-CENTRAL	KL-SOUTH	HYDERABAD -01	Total
BHARATH	102%	73%				31%	85%
GOPINATH	85%	86%				46%	84%
RIJURAJ.K			79%	115%	67%		78%
VIJAYVARMA	82%	70%				43%	74%
BALAMURALI.B			82%	52%	60%		70%
GANESH	68%	67%				16%	67%
FRANCISPRABHU.B	75%	43%	36%	40%	33%	31%	50%
LAKHITHA	52%	41%				26%	45%
Total	83%	66%	79%	66%	61%	34%	73%