



Product Manager Incentive Report 14/09/2026 11:55 PM

Information:
LMTD : 01-09-2025 To 14-09-2025
MTD : 01-09-2026 To 14-09-2026

MTD Target
23,833.21 L

MTD Sales
19,593.73 L

Target Ach %
82.21 %

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	7,810.96	6,116.91	78.31%	6.21%	7.74%	24.72%	103.03%	100,000
JAGADEESAN.M	5,813.47	5,247.49	90.26%	20.56%	19.83%	-3.55%	86.71%	0
MURUGAN.K	9,202.19	7,624.74	82.86%	15.93%	15.33%	-3.76%	79.10%	0
z_Not_Assigned	1,006.58	604.59	60.06%	46.50%	47.99%	3.22%	63.28%	0
Total	23,833.21	19,593.73	82.21%	15.54%	15.17%	-2.37%	79.84%	100,000

	Sales - MTD			Gross Profit %			Incentive	
Product Manager	Target	Achieved	Achieved %	LMTD	MTD	Variance %	Earned %	Earned
RIJURAJ.K	593.33	446.10	75.19%	4.30%	6.97%	61.92%	137.10%	50,000
RANJITHKUMAR.A	1,106.26	856.57	77.43%	7.20%	10.35%	43.85%	121.28%	50,000
GOPINATH	630.09	559.56	88.81%	5.63%	7.36%	30.73%	119.54%	50,000
DURAIRAJ.T	6,629.99	4,994.22	75.33%	6.29%	8.08%	28.42%	103.75%	0
SATHESKUMAR.L	3,597.18	3,470.59	96.48%	19.13%	20.32%	6.22%	102.71%	50,000
VASANTH.S	3,599.59	3,432.16	95.35%	16.28%	16.59%	1.90%	97.25%	25,000
BHARATH	1,161.87	1,017.83	87.60%	15.63%	15.63%	0.01%	87.61%	0
JEGANRAJ.S	674.84	607.55	90.03%	27.77%	23.18%	-16.53%	73.50%	0
VIJAYVARMA	115.57	94.36	81.65%	10.07%	8.70%	-13.61%	68.04%	0
VIJAYAN.K	2,775.24	2,130.89	76.78%	19.64%	17.01%	-13.40%	63.39%	0
FRANCISPRABHU.B	694.29	401.07	57.77%	63.20%	64.79%	2.51%	60.28%	0
BALAJI.M	280.59	208.38	74.26%	24.65%	19.70%	-20.07%	54.20%	0
GANESH	133.21	88.61	66.52%	26.93%	23.32%	-13.39%	53.12%	0
BALAMURALI.B	899.70	629.64	69.98%	15.90%	11.76%	-26.01%	43.97%	0
AJITHKUMAR.K	277.60	170.23	61.32%	24.09%	19.74%	-18.07%	43.25%	0
LAKHITHA	663.88	332.24	50.05%	17.91%	12.85%	-28.26%	21.79%	0
OTHERS	0.00	153.75	0.00%	3.59%	-5.22%	-245.30%	-245.30%	0
Total	23,833.21	19,593.73	82.21%	15.54%	15.17%	-2.37%	79.84%	225,000

TN - Achieved %	NORTH ARCOT	CHENNAI-01	TRICHY-01	SOUTH-03	WEST-02	SOUTH ARCOT	CHENNAI-02	WEST-03	SOUTH-01	WEST-01	Total
SATHESKUMAR.L	115%	109%	101%	87%	100%	102%	99%	80%	90%	81%	96%
VASANTH.S	122%	95%	112%	111%	117%	87%	81%	126%	81%	71%	95%
JEGANRAJ.S	87%	89%	100%	94%	95%	95%	83%	81%	96%	68%	90%
RANJITHKUMAR.A	77%	73%	84%	84%	68%	91%	88%	69%	69%	87%	77%
VIJAYAN.K	80%	85%	81%	80%	84%	75%	78%	61%	74%	59%	77%
DURAIRAJ.T	84%	86%	71%	73%	74%	76%	76%	75%	65%	81%	75%
BALAJI.M	67%	81%	76%	69%	70%	76%	79%	70%	73%	75%	74%
AJITHKUMAR.K	57%	81%	47%	53%	56%	50%	66%	38%	66%	69%	61%
FRANCISPRABHU.B	75%	60%	44%	78%	33%	55%	42%	43%	82%	37%	59%
Total	91%	91%	88%	85%	83%	83%	80%	78%	76%	74%	83%



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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	88%	92%				48%	89%
BHARATH	103%	78%				37%	88%
VIJAYVARMA	91%	77%				43%	82%
RIJURAJ.K			77%	109%	65%		75%
BALAMURALI.B			82%	54%	59%		70%
GANESH	67%	67%				35%	67%
FRANCISPRABHU.B	78%	46%	37%	40%	35%	34%	52%
LAKHITHA	55%	47%				25%	50%
Total	85%	72%	78%	66%	60%	37%	75%