



Product Manager Incentive Report 15/09/2026 9:25 PM

Information:
LMTD : 01-09-2025 To 15-09-2025
MTD : 01-09-2026 To 15-09-2026

MTD Target
25,535.61 L

MTD Sales
20,541.84 L

Target Ach %
80.44 %

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	8,368.90	6,440.31	76.96%	6.21%	7.74%	24.67%	101.63%	100,000
JAGADEESAN.M	6,228.73	5,500.73	88.31%	20.58%	19.86%	-3.47%	84.84%	0
MURUGAN.K	9,859.51	7,969.16	80.83%	16.04%	15.11%	-5.79%	75.03%	0
z_Not_Assigned	1,078.48	631.65	58.57%	46.55%	48.02%	3.15%	61.72%	0
Total	25,535.61	20,541.84	80.44%	15.57%	15.08%	-3.14%	77.30%	100,000

	Sales - MTD			Gross Profit %			Incentive	
Product Manager	Target	Achieved	Achieved %	LMTD	MTD	Variance %	Earned %	Earned
RIJURAJ.K	635.71	472.44	74.32%	4.37%	6.99%	59.86%	134.18%	50,000
GOPINATH	675.10	593.88	87.97%	5.59%	7.37%	31.71%	119.68%	50,000
RANJITHKUMAR.A	1,185.28	897.78	75.74%	7.45%	10.37%	39.26%	115.00%	50,000
DURAIRAJ.T	7,103.57	5,259.49	74.04%	6.29%	8.06%	28.11%	102.15%	0
SATHESKUMAR.L	3,854.13	3,630.89	94.21%	19.14%	20.36%	6.38%	100.58%	50,000
VASANTH.S	3,856.71	3,569.88	92.56%	16.39%	16.62%	1.43%	93.99%	25,000
BHARATH	1,244.86	1,053.94	84.66%	15.63%	15.73%	0.63%	85.30%	0
JEGANRAJ.S	723.05	642.16	88.81%	27.81%	23.29%	-16.27%	72.55%	0
FRANCISPRABHU.B	743.88	417.64	56.14%	63.19%	64.81%	2.57%	58.71%	0
VIJAYAN.K	2,973.47	2,235.11	75.17%	19.71%	16.36%	-17.00%	58.17%	0
BALAJI.M	300.63	220.32	73.28%	24.71%	19.63%	-20.56%	52.72%	0
GANESH	142.72	92.69	64.94%	26.96%	23.04%	-14.57%	50.37%	0
BALAMURALI.B	963.96	669.22	69.42%	16.01%	11.77%	-26.48%	42.95%	0
AJITHKUMAR.K	297.43	179.32	60.29%	24.26%	19.86%	-18.12%	42.17%	0
LAKHITHA	711.30	350.48	49.27%	17.97%	12.98%	-27.79%	21.49%	0
VIJAYVARMA	123.82	102.68	82.93%	10.30%	3.92%	-61.95%	20.98%	0
OTHERS	0.00	153.92	0.00%	3.80%	-5.20%	-236.85%	-236.85%	0
Total	25,535.61	20,541.84	80.44%	15.57%	15.08%	-3.14%	77.30%	225,000

TN - Achieved %	NORTH ARCOT	CHENNAI-01	TRICHY-01	SOUTH-03	SOUTH ARCOT	WEST-02	CHENNAI-02	WEST-03	SOUTH-01	WEST-01	Total
SATHESKUMAR.L	111%	106%	100%	85%	100%	97%	96%	77%	88%	80%	94%
VASANTH.S	117%	93%	108%	109%	85%	114%	79%	121%	78%	69%	93%
JEGANRAJ.S	85%	87%	98%	93%	95%	93%	81%	80%	95%	68%	89%
RANJITHKUMAR.A	78%	70%	84%	83%	91%	67%	84%	66%	67%	83%	76%
VIJAYAN.K	78%	83%	81%	78%	75%	80%	77%	59%	72%	58%	75%
DURAIRAJ.T	83%	84%	71%	72%	75%	73%	73%	75%	63%	81%	74%
BALAJI.M	67%	78%	79%	68%	75%	68%	76%	69%	73%	75%	73%
AJITHKUMAR.K	58%	79%	45%	52%	49%	56%	64%	39%	64%	68%	60%
FRANCISPRABHU.B	73%	58%	43%	76%	54%	32%	40%	42%	79%	35%	57%
Total	89%	89%	86%	84%	81%	81%	78%	76%	74%	73%	81%



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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	87%	91%				47%	88%
BHARATH	100%	75%				35%	85%
VIJAYVARMA	91%	80%				40%	83%
RIJURAJ.K			75%	105%	66%		74%
BALAMURALI.B			81%	53%	59%		69%
GANESH	65%	66%				35%	65%
FRANCISPRABHU.B	74%	45%	36%	41%	38%	32%	51%
LAKHITHA	54%	46%				23%	49%
Total	83%	70%	77%	65%	60%	35%	73%