



Product Manager Incentive Report 17/09/2026 11:55 PM

Information:
LMTD : 01-09-2025 To 17-09-2025
MTD : 01-09-2026 To 17-09-2026

MTD Target
28,940.33 L

MTD Sales
22,693.50 L

Target Ach %
78.41 %

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	10,688.24	7,896.65	73.88%	6.23%	7.60%	21.89%	95.77%	50,000
JAGADEESAN.M	5,556.02	4,959.36	89.26%	18.36%	19.32%	5.20%	94.46%	50,000
PRAKASH.T.R	1,730.20	1,349.13	77.98%	24.81%	22.45%	-9.52%	68.46%	0
MURUGAN.K	10,122.81	8,029.28	79.32%	18.10%	15.65%	-13.55%	65.77%	0
z_Not_Assigned	843.06	459.08	54.45%	63.13%	64.50%	2.16%	56.61%	0
Total	28,940.33	22,693.50	78.41%	15.52%	15.04%	-3.06%	75.36%	100,000

	Sales - MTD			Gross Profit %			Incentive	
Product Manager	Target	Achieved	Achieved %	LMTD	MTD	Variance %	Earned %	Earned
RIJURAJ.K	720.47	528.56	73.36%	4.48%	7.05%	57.25%	130.61%	50,000
GOPINATH	765.11	656.10	85.75%	5.65%	7.33%	29.74%	115.50%	50,000
SATHESKUMAR.L	4,043.73	3,813.63	94.31%	18.64%	20.51%	10.01%	104.32%	50,000
DURAIRAJ.T	8,050.70	5,808.62	72.15%	6.29%	8.00%	27.21%	99.36%	0
SAFIAHAMAD.K	568.72	404.72	71.16%	18.49%	21.98%	18.90%	90.06%	25,000
VASANTH.S	4,370.93	3,908.63	89.42%	16.54%	16.37%	-1.03%	88.40%	0
RANJITHKUMAR.A	1,142.48	799.38	69.97%	7.08%	8.28%	17.00%	86.97%	0
BHARATH	1,410.84	1,179.50	83.60%	15.67%	15.69%	0.12%	83.72%	0
JEGANRAJ.S	819.45	717.10	87.51%	27.76%	23.50%	-15.35%	72.16%	0
BALAJI.M	297.11	230.93	77.73%	18.93%	15.89%	-16.04%	61.68%	0
FRANCISPRABHU.B	843.06	455.86	54.07%	63.31%	64.80%	2.36%	56.43%	0
VIJAYAN.K	3,369.93	2,464.32	73.13%	19.79%	16.27%	-17.78%	55.35%	0
GANESH	161.75	100.81	62.33%	26.55%	23.18%	-12.68%	49.65%	0
AKHIL.M	947.57	652.49	68.86%	14.62%	11.29%	-22.83%	46.03%	0
AJITHKUMAR.K	337.08	194.11	57.59%	24.50%	20.02%	-18.29%	39.29%	0
BALAMURALI.B	144.92	104.53	72.13%	27.71%	15.17%	-45.25%	26.88%	0
VIJAYVARMA	140.33	114.25	81.41%	10.71%	4.38%	-59.13%	22.29%	0
LAKHITHA	806.14	374.96	46.51%	18.06%	13.42%	-25.67%	20.84%	0
OTHERS	0.00	185.01	0.00%	3.81%	-4.16%	-209.18%	-209.18%	0
Total	28,940.33	22,693.50	78.41%	15.52%	15.04%	-3.06%	75.36%	175,000

TN - Achieved %	CHENNAI-01	NORTH ARCOT	TRICHY-01	SOUTH-03	SOUTH ARCOT	WEST-02	CHENNAI-02	WEST-03	SOUTH-01	WEST-01	Total
SATHESKUMAR.L	105%	108%	99%	88%	102%	96%	94%	78%	91%	77%	94%
VASANTH.S	90%	110%	102%	104%	84%	107%	79%	117%	75%	65%	89%
JEGANRAJ.S	87%	84%	96%	91%	95%	92%	79%	76%	94%	67%	88%
BALAJI.M	81%	89%	96%	53%	82%	85%	78%	86%	74%	92%	78%
VIJAYAN.K	79%	75%	79%	77%	75%	77%	74%	57%	71%	56%	73%
DURAIRAJ.T	80%	79%	68%	70%	76%	72%	72%	73%	62%	81%	72%
SAFIAHAMAD.K	81%	79%	76%	67%	67%	63%	82%	49%	68%	74%	71%
RANJITHKUMAR.A	62%	72%	75%	75%	86%	61%	78%	61%	63%	81%	70%
AJITHKUMAR.K	73%	55%	44%	51%	48%	56%	60%	38%	63%	64%	58%
FRANCISPRABHU.B	56%	69%	41%	75%	53%	31%	39%	41%	76%	34%	55%
Total	85%	85%	83%	81%	81%	78%	76%	74%	73%	71%	79%



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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%	90%				43%	86%
BHARATH	97%	74%				40%	84%
VIJAYVARMA	90%	78%				37%	81%
RIJURAJ.K			76%	99%	64%		73%
BALAMURALI.B			83%	71%	53%		72%
AKHIL.M			81%	53%	58%		69%
GANESH	62%	63%				33%	62%
FRANCISPRABHU.B	72%	43%	35%	48%	39%	28%	49%
LAKHITHA	51%	44%				24%	47%
Total	81%	69%	77%	65%	59%	36%	72%