



Product Manager Incentive Report 20/09/2026 11:55 PM

Information:
LMTD : 01-09-2025 To 20-09-2025
MTD : 01-09-2026 To 20-09-2026

MTD Target
34,047.45 L

MTD Sales
26,428.05 L

Target Ach %
77.62 %

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
JAGADEESAN.M	6,536.49	5,735.55	87.75%	18.19%	19.44%	6.84%	94.59%	50,000
DURAIRAJ.T	12,574.40	9,297.01	73.94%	6.32%	7.47%	18.21%	92.14%	50,000
PRAKASH.T.R	2,035.53	1,549.80	76.14%	24.12%	22.43%	-7.02%	69.12%	0
MURUGAN.K	11,909.19	9,311.77	78.19%	17.98%	15.91%	-11.48%	66.71%	0
z_Not_Assigned	991.84	533.91	53.83%	62.63%	64.23%	2.55%	56.38%	0
Total	34,047.45	26,428.05	77.62%	15.00%	15.06%	0.41%	78.03%	100,000

	Sales - MTD			Gross Profit %			Incentive	
Product Manager	Target	Achieved	Achieved %	LMTD	MTD	Variance %	Earned %	Earned
RIJURAJ.K	847.61	606.64	71.57%	4.70%	7.03%	49.47%	121.04%	50,000
GOPINATH	900.13	777.92	86.42%	5.80%	7.24%	24.85%	111.27%	50,000
SATHESKUMAR.L	4,757.33	4,430.15	93.12%	18.41%	20.59%	11.82%	104.94%	50,000
DURAIRAJ.T	9,471.42	6,883.21	72.67%	6.51%	7.83%	20.37%	93.05%	0
VASANTH.S	5,142.27	4,514.21	87.79%	16.50%	16.68%	1.14%	88.92%	0
SAFIAHAMAD.K	669.08	464.81	69.47%	19.05%	21.98%	15.38%	84.85%	0
RANJITHKUMAR.A	1,344.09	936.92	69.71%	7.18%	8.26%	15.00%	84.70%	0
BHARATH	1,659.81	1,332.54	80.28%	15.73%	15.94%	1.37%	81.65%	0
JEGANRAJ.S	964.06	825.93	85.67%	26.87%	23.50%	-12.54%	73.14%	0
GANESH	190.29	114.56	60.20%	21.53%	22.92%	6.46%	66.66%	0
BALAJI.M	349.54	267.74	76.60%	18.90%	16.04%	-15.12%	61.48%	0
VIJAYAN.K	3,964.62	2,883.07	72.72%	19.48%	16.45%	-15.55%	57.17%	0
FRANCISPRABHU.B	991.84	530.46	53.48%	62.81%	64.49%	2.69%	56.17%	0
AJITHKUMAR.K	396.57	224.24	56.54%	21.15%	20.21%	-4.41%	52.13%	0
AKHIL.M	1,114.79	764.64	68.59%	14.82%	11.31%	-23.69%	44.90%	0
VIJAYVARMA	165.09	138.59	83.95%	10.47%	5.25%	-49.81%	34.13%	0
BALAMURALI.B	170.50	119.81	70.27%	27.81%	15.19%	-45.36%	24.91%	0
LAKHITHA	948.40	426.21	44.94%	18.14%	13.86%	-23.58%	21.36%	0
OTHERS	0.00	186.39	0.00%	1.52%	-5.51%	-462.36%	-462.36%	0
Total	34,047.45	26,428.05	77.62%	15.00%	15.06%	0.41%	78.03%	150,000

TN - Achieved %	CHENNAI-01	NORTH ARCOT	TRICHY-01	SOUTH ARCOT	SOUTH-03	CHENNAI-02	WEST-02	WEST-03	WEST-01	SOUTH-01	Total
SATHESKUMAR.L	107%	105%	97%	100%	86%	94%	95%	78%	80%	87%	93%
VASANTH.S	94%	106%	96%	81%	100%	82%	98%	110%	65%	72%	88%
JEGANRAJ.S	88%	84%	93%	95%	86%	79%	92%	76%	69%	89%	86%
BALAJI.M	84%	84%	89%	82%	51%	77%	85%	86%	87%	74%	77%
VIJAYAN.K	83%	73%	76%	73%	76%	75%	77%	58%	57%	68%	73%
DURAIRAJ.T	83%	79%	69%	76%	71%	75%	71%	72%	80%	60%	73%
RANJITHKUMAR.A	62%	71%	76%	87%	75%	83%	58%	61%	79%	62%	70%
SAFIAHAMAD.K	83%	78%	71%	67%	63%	84%	61%	47%	73%	65%	70%
AJITHKUMAR.K	70%	53%	44%	47%	51%	59%	54%	38%	63%	64%	57%
FRANCISPRABHU.B	58%	69%	39%	52%	73%	40%	30%	41%	36%	74%	55%
Total	88%	84%	81%	80%	80%	79%	77%	73%	71%	70%	78%



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34,047.45 L

MTD Sales
26,428.05 L

Target Ach %
77.62 %

ROTN-Achieved %	TIRUPATI-01	VIJAYAWAD A-01	KL-NORTH	KL-CENTRAL	KL-SOUTH	HYDERABAD -01	Total
GOPINATH	84%	92%				36%	86%
VIJAYVARMA	96%	77%				42%	84%
BHARATH	93%	72%				35%	80%
RIJURAJ.K			73%	105%	63%		72%
BALAMURALI.B			82%	70%	51%		70%
AKHIL.M			81%	54%	57%		69%
GANESH	61%	60%				32%	60%
FRANCISPRABHU.B	68%	42%	33%	46%	40%	26%	47%
LAKHITHA	50%	42%				23%	45%
Total	79%	67%	76%	67%	58%	33%	71%