



Product Manager Incentive Report 21/09/2026 11:56 PM

Information:
LMTD : 01-09-2025 To 21-09-2025
MTD : 01-09-2026 To 21-09-2026

MTD Target
35,749.86 L

MTD Sales
27,404.31 L

Target Ach %
76.66 %

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	6,863.32	5,938.61	86.53%	18.24%	19.46%	6.71%	93.24%	50,000
DURAIRAJ.T	13,203.14	9,677.76	73.30%	6.35%	7.48%	17.76%	91.06%	50,000
PRAKASH.T.R	2,137.31	1,605.73	75.13%	24.24%	22.44%	-7.44%	67.69%	0
MURUGAN.K	12,504.66	9,628.36	77.00%	18.01%	15.99%	-11.26%	65.74%	0
z_Not_Assigned	1,041.43	553.84	53.18%	62.67%	64.23%	2.48%	55.66%	0
Total	35,749.86	27,404.31	76.66%	15.00%	15.09%	0.61%	77.27%	100,000

	Sales - MTD			Gross Profit %			Incentive	
Product Manager	Target	Achieved	Achieved %	LMTD	MTD	Variance %	Earned %	Earned
RIJURAJ.K	889.99	639.24	71.83%	4.69%	7.03%	49.84%	121.66%	50,000
GOPINATH	945.14	816.77	86.42%	5.83%	7.21%	23.83%	110.25%	50,000
SATHESKUMAR.L	4,995.21	4,580.55	91.70%	18.45%	20.62%	11.71%	103.41%	50,000
DURAIRAJ.T	9,945.00	7,159.68	71.99%	6.54%	7.84%	19.93%	91.92%	0
VASANTH.S	5,399.39	4,642.61	85.98%	16.50%	16.76%	1.55%	87.53%	0
RANJITHKUMAR.A	1,411.30	969.37	68.69%	7.25%	8.29%	14.37%	83.06%	0
SAFIAHAMAD.K	702.53	478.89	68.17%	19.38%	22.01%	13.56%	81.72%	0
BHARATH	1,742.80	1,382.42	79.32%	15.78%	16.00%	1.40%	80.72%	0
JEGANRAJ.S	1,012.26	854.03	84.37%	26.87%	23.50%	-12.55%	71.82%	0
GANESH	199.81	119.33	59.72%	21.70%	22.96%	5.83%	65.55%	0
BALAJI.M	367.02	278.34	75.84%	18.94%	16.07%	-15.12%	60.71%	0
VIJAYAN.K	4,162.86	2,999.14	72.05%	19.53%	16.54%	-15.31%	56.74%	0
FRANCISPRABHU.B	1,041.43	550.31	52.84%	62.85%	64.49%	2.62%	55.46%	0
AJITHKUMAR.K	416.40	232.33	55.79%	20.95%	20.33%	-2.95%	52.85%	0
AKHIL.M	1,170.53	794.62	67.89%	14.83%	11.34%	-23.51%	44.37%	0
VIJAYVARMA	173.35	142.61	82.27%	10.59%	5.60%	-47.12%	35.15%	0
BALAMURALI.B	179.02	127.52	71.23%	27.82%	15.32%	-44.93%	26.30%	0
LAKHITHA	995.82	445.33	44.72%	18.14%	13.90%	-23.37%	21.35%	0
OTHERS	0.00	191.22	0.00%	1.55%	-5.32%	-442.94%	-442.94%	0
Total	35,749.86	27,404.31	76.66%	15.00%	15.09%	0.61%	77.27%	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	105%	103%	96%	98%	85%	92%	91%	79%	79%	86%	92%
VASANTH.S	93%	103%	94%	81%	97%	81%	95%	109%	64%	71%	86%
JEGANRAJ.S	88%	82%	91%	94%	84%	77%	90%	76%	68%	87%	84%
BALAJI.M	83%	80%	90%	80%	49%	79%	85%	89%	84%	73%	76%
VIJAYAN.K	82%	73%	76%	71%	75%	75%	77%	61%	55%	67%	72%
DURAIRAJ.T	81%	77%	68%	76%	71%	74%	70%	75%	78%	60%	72%
RANJITHKUMAR.A	60%	71%	74%	86%	75%	83%	56%	63%	76%	61%	69%
SAFIAHAMAD.K	81%	76%	69%	65%	61%	82%	60%	46%	73%	64%	68%
AJITHKUMAR.K	68%	52%	44%	46%	51%	58%	54%	38%	61%	64%	56%
FRANCISPRABHU.B	57%	67%	39%	51%	73%	40%	30%	41%	36%	73%	54%
Total	87%	82%	80%	79%	79%	78%	75%	75%	70%	69%	77%



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MTD Sales
27,404.31 L

Target Ach %
76.66 %

ROTN-Achieved %	TIRUPATI-01	VIJAYAWAD A-01	KL-NORTH	KL-CENTRAL	KL-SOUTH	HYDERABAD -01	Total
GOPINATH	83%	93%				35%	86%
VIJAYVARMA	95%	74%				40%	82%
BHARATH	92%	71%				34%	79%
RIJURAJ.K			73%	110%	62%		72%
BALAMURALI.B			83%	69%	51%		71%
AKHIL.M			80%	53%	56%		68%
GANESH	61%	60%				31%	60%
FRANCISPRABHU.B	67%	41%	33%	46%	40%	25%	47%
LAKHITHA	49%	42%				26%	45%
Total	78%	67%	76%	67%	57%	33%	70%