



Product Manager Incentive Report 25/09/2026 11:55 PM

Information:
LMTD : 01-09-2025 To 25-09-2025
MTD : 01-09-2026 To 25-09-2026

MTD Target
42,928.87 L

MTD Sales
30,556.93 L

Target Ach %
71.18 %

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	15,846.37	10,991.68	69.36%	6.28%	7.45%	18.56%	87.93%	0
JAGADEESAN.M	8,263.40	6,615.83	80.06%	18.05%	19.26%	6.69%	86.75%	0
MURUGAN.K	14,979.08	10,533.52	70.32%	16.84%	16.08%	-4.50%	65.82%	0
PRAKASH.T.R	2,589.48	1,806.78	69.77%	24.58%	22.38%	-8.97%	60.81%	0
z_Not_Assigned	1,250.54	609.12	48.71%	61.93%	64.13%	3.54%	52.25%	0
Total	42,928.87	30,556.93	71.18%	14.88%	14.99%	0.75%	71.93%	0

	Sales - MTD			Gross Profit %			Incentive	
Product Manager	Target	Achieved	Achieved %	LMTD	MTD	Variance %	Earned %	Earned
RIJURAJ.K	1,177.37	777.49	66.04%	4.69%	6.99%	49.10%	115.13%	50,000
GOPINATH	1,133.91	913.42	80.55%	5.82%	7.19%	23.52%	104.08%	50,000
SATHESKUMAR.L	5,946.67	5,081.86	85.46%	18.43%	20.38%	10.58%	96.04%	25,000
VASANTH.S	6,427.84	4,973.38	77.37%	14.51%	16.89%	16.45%	93.83%	25,000
DURAIRAJ.T	11,839.28	8,077.86	68.23%	6.52%	7.83%	20.18%	88.41%	0
BHARATH	2,088.25	1,492.35	71.46%	15.58%	16.23%	4.16%	75.63%	0
RANJITHKUMAR.A	1,680.12	1,075.65	64.02%	7.67%	8.39%	9.39%	73.41%	0
SAFIAHAMAD.K	836.35	529.97	63.37%	20.59%	22.03%	7.01%	70.37%	0
JEGANRAJ.S	1,205.08	951.04	78.92%	26.77%	23.62%	-11.74%	67.18%	0
BALAJI.M	436.92	302.46	69.22%	17.94%	16.16%	-9.91%	59.31%	0
GANESH	240.20	134.20	55.87%	22.97%	23.03%	0.28%	56.15%	0
AJITHKUMAR.K	495.71	261.38	52.73%	19.80%	20.37%	2.85%	55.58%	0
VIJAYAN.K	4,955.78	3,293.50	66.46%	19.19%	16.77%	-12.64%	53.82%	0
FRANCISPRABHU.B	1,250.54	605.15	48.39%	62.07%	64.40%	3.76%	52.15%	0
AKHIL.M	1,558.37	988.67	63.44%	15.14%	11.25%	-25.66%	37.78%	0
VIJAYVARMA	208.79	185.88	89.03%	11.21%	5.19%	-53.67%	35.36%	0
LAKHITHA	1,192.31	497.00	41.68%	15.82%	14.23%	-10.04%	31.65%	0
BALAMURALI.B	255.36	163.08	63.86%	27.65%	14.12%	-48.95%	14.91%	0
OTHERS	0.00	252.60	0.00%	1.41%	-4.02%	-384.63%	-384.63%	0
Total	42,928.87	30,556.93	71.18%	14.88%	14.99%	0.75%	71.93%	150,000

TN - Achieved %	CHENNAI-01	NORTH ARCOT	TRICHY-01	SOUTH ARCOT	CHENNAI-02	WEST-03	SOUTH-03	WEST-02	WEST-01	SOUTH-01	Total
SATHESKUMAR.L	97%	98%	89%	89%	87%	78%	78%	84%	75%	79%	85%
JEGANRAJ.S	81%	78%	86%	88%	72%	73%	79%	84%	64%	81%	79%
VASANTH.S	84%	94%	83%	71%	74%	101%	87%	82%	60%	63%	77%
BALAJI.M	75%	70%	82%	72%	73%	78%	45%	74%	76%	69%	69%
DURAIRAJ.T	75%	75%	65%	72%	70%	74%	66%	67%	72%	58%	68%
VIJAYAN.K	76%	71%	69%	66%	69%	60%	68%	69%	51%	61%	66%
RANJITHKUMAR.A	58%	67%	69%	79%	78%	60%	70%	51%	71%	56%	64%
SAFIAHAMAD.K	76%	72%	65%	62%	76%	47%	56%	55%	67%	59%	63%
AJITHKUMAR.K	62%	51%	43%	44%	55%	35%	48%	52%	57%	59%	53%
FRANCISPRABHU.B	52%	64%	35%	47%	37%	38%	67%	27%	33%	67%	50%
Total	80%	79%	74%	73%	72%	72%	72%	69%	65%	64%	72%



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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
VIJAYVARMA	104%	80%				35%	89%
GOPINATH	76%	87%				52%	81%
BHARATH	83%	64%				33%	71%
RIJURAJ.K			66%	105%	60%		66%
BALAMURALI.B			71%	66%	48%		64%
AKHIL.M			72%	53%	53%		63%
GANESH	58%	55%				30%	56%
FRANCISPRABHU.B	60%	38%	27%	42%	40%	26%	42%
LAKHITHA	45%	39%				24%	42%
Total	72%	62%	68%	66%	54%	36%	65%