

# Sales Performance

FY2019



Sales Person	Sales	Country %	Overall %	Target	Variance %
<b>Australia</b>	<b>1,421,811</b>		<b>3.92%</b>	<b>1,126,500</b>	<b>26.21%</b>
Lynn Tsoflias	1,421,811	100.00%	3.92%	1,126,500	26.21%
<b>Canada</b>	<b>4,058,260</b>		<b>11.20%</b>	<b>3,904,500</b>	<b>3.94%</b>
José Saraiva	2,604,541	64.18%	7.19%	2,553,000	2.02%
Garrett Vargas	1,453,719	35.82%	4.01%	1,351,500	7.56%
<b>Corporate HQ</b>	<b>1,251,447</b>		<b>3.45%</b>	<b>670,500</b>	<b>86.64%</b>
Stephen Jiang	559,698	44.72%	1.54%	393,000	42.42%
Amy Alberts	519,225	41.49%	1.43%	132,000	293.35%
Syed Abbas	172,524	13.79%	0.48%	145,500	18.57%
<b>France</b>	<b>3,121,616</b>		<b>8.61%</b>	<b>3,151,500</b>	<b>-0.95%</b>
Ranjit Varkey Chudukatil	3,121,616	100.00%	8.61%	3,151,500	-0.95%
<b>Germany</b>	<b>1,790,640</b>		<b>4.94%</b>	<b>2,176,500</b>	<b>-17.73%</b>
Rachel Valdez	1,790,640	100.00%	4.94%	2,176,500	-17.73%
<b>United Kingdom</b>	<b>4,116,871</b>		<b>11.36%</b>	<b>4,002,000</b>	<b>2.87%</b>
Jae Pak	4,116,871	100.00%	11.36%	4,002,000	2.87%
<b>United States</b>	<b>20,479,839</b>		<b>56.51%</b>	<b>19,522,500</b>	<b>4.90%</b>
Linda Mitchell	4,251,369	20.76%	11.73%	3,903,000	8.93%
Michael Blythe	3,763,178	18.38%	10.38%	2,302,500	63.44%
Jillian Carson	3,189,418	15.57%	8.80%	3,202,500	-0.41%
Shu Ito	2,458,536	12.00%	6.78%	2,452,500	0.25%
Tsvi Reiter	2,315,186	11.30%	6.39%	2,328,000	-0.55%
Tete Mensa-Annan	1,576,562	7.70%	4.35%	1,557,000	1.26%
David Campbell	1,573,013	7.68%	4.34%	1,500,000	4.87%

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Pamela Ansman-Wolfe	1,352,577	6.60%	3.73%	2,277,000	-40.60%
Total	36,240,485			34,554,000	4.88%