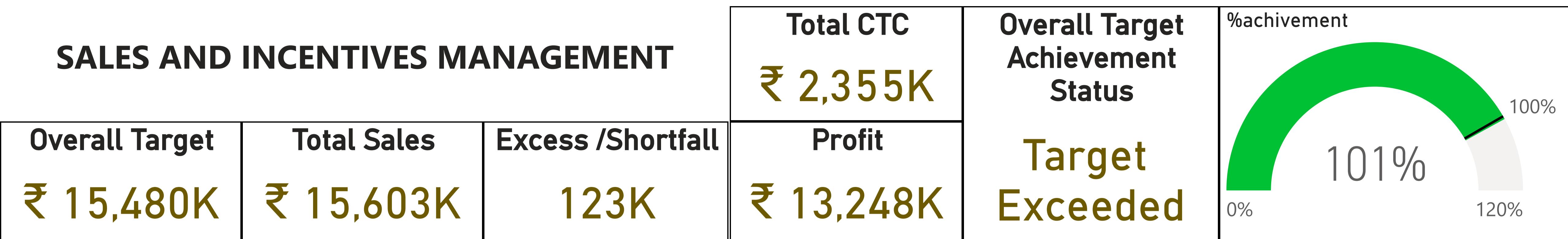
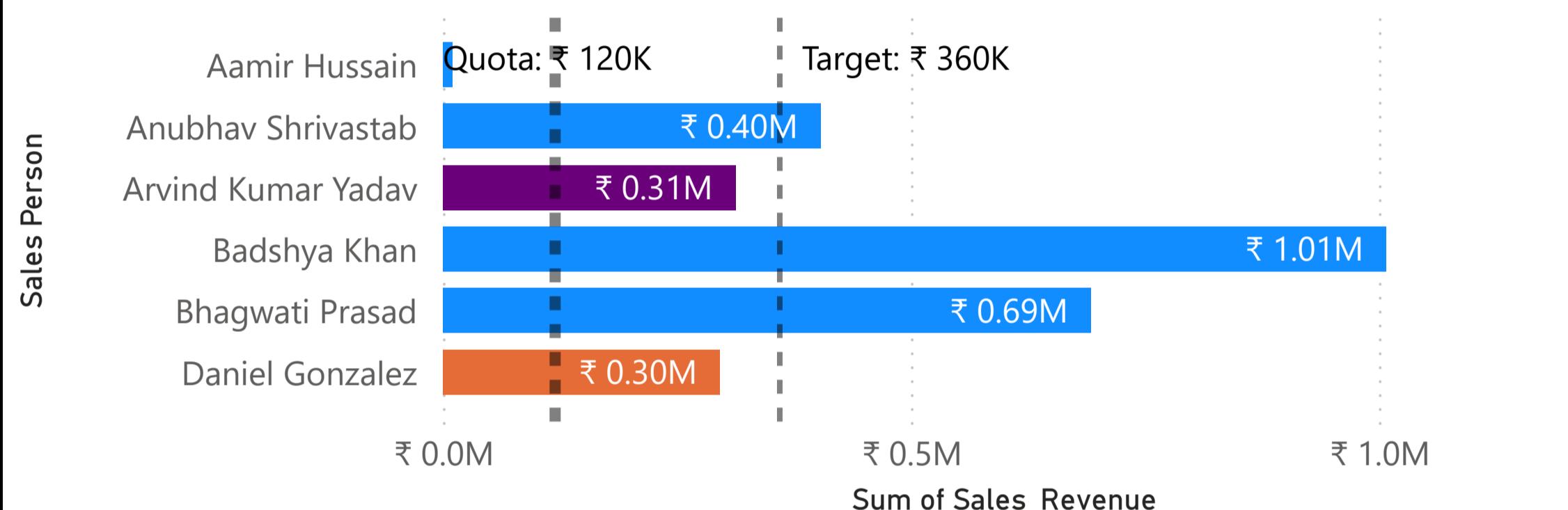


# SALES AND INCENTIVES MANAGEMENT

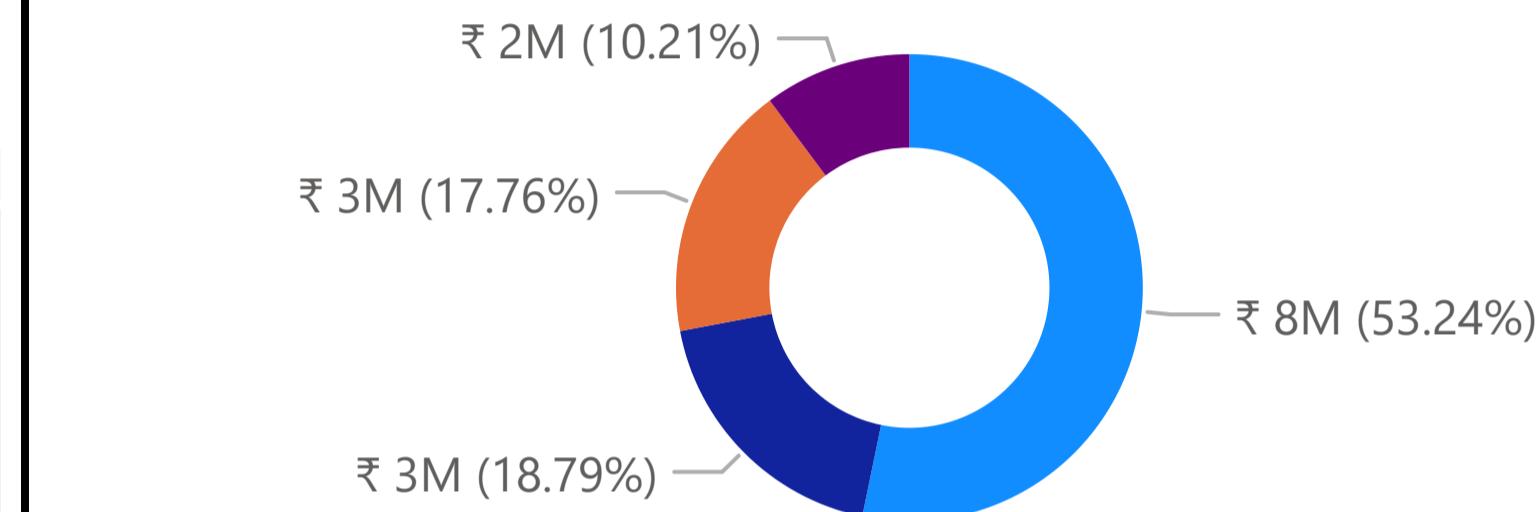


Sum of Sales\_Revenue by Sales Person and Region

Region ● East ● North ● South ● West



Sum of Sales\_Revenue by Region



No of achievers out of 43 Salespersons

43

Sales Person	Sum of Sales_Revenue	%achievement	commission value	Sum of CTC
Aamir Hussain	₹ 10,297	3%	₹ 0	₹ 40,000
Anubhav Shrivastab	₹ 403,469	112%	₹ 6,520.35	₹ 46,500
Arvind Kumar Yadav	₹ 312,542	87%	₹ 0	₹ 40,000
Badshya Khan	₹ 1,007,743	280%	₹ 97,161.45	₹ 137,100
Bhagwati Prasad	₹ 692,145	192%	₹ 49,821.75	₹ 89,800
Daniel Gonzalez	₹ 295,899	82%	₹ 0	₹ 40,000
Dharam Singh	₹ 108,146	30%	₹ 0	₹ 40,000
Farmaan Khan	₹ 771,108	214%	₹ 61,666.2	₹ 101,600
Gopal Sharma	₹ 176,859	49%	₹ 0	₹ 40,000
Gurmit Singh	₹ 105,709	29%	₹ 0	₹ 40,000
<b>Total</b>	<b>₹ 15,602,876</b>	<b>101%</b>	<b>₹ 2,286,431.4</b>	<b>₹ 2,354,700</b>

Individual Achievement status

	East	North	South	West	Total
100% and Above	12	4	2	2	20
50-75%	1	1	1	2	5
75-99%	1	1	1	4	7
Less than 50%	4	5	1	1	11
<b>Total</b>	<b>18</b>	<b>11</b>	<b>5</b>	<b>9</b>	<b>43</b>

Sum of Sales\_Revenue by Sales Person and Region

