

SALES AND INCENTIVES MANAGEMENT

Overall Target

₹ 15,480K

Total Sales

₹ 15,603K

Excess /Shortfall

123K

Total CTC

₹ 2,355K

Profit

₹ 13,248K

Overall Target Achievement Status

Target Exceeded

%achivement

101%

0%100%120%

Sum of Sales_Revenue by Sales Person and Region

Region

EastNorthSouthWest

Sales Person

Aamir Hussain

Anubhav Shrivastab

Arvind Kumar Yadav

Badshya Khan

Bhagwati Prasad

Daniel Gonzalez

Quota: ₹ 120K

Target: ₹ 360K

₹ 0.0M₹ 0.5M₹ 1.0M

Sum of Sales_Revenue

Sum of Sales_Revenue by Region

₹ 2M (10.21%)

₹ 3M (17.76%)

₹ 8M (53.24%)

₹ 3M (18.79%)

No of achievers out of 43 Salespersons

43

Individual Achievement status

EastNorthSouthWestTotal

100% and Above

1242220

50-75%

111125

75-99%

11147

Less than 50%

451111

Total

18115943

base salary

30000

40000

Region

Select allEast

mnthly target

340000

350000

commission

0.12

0.13

0.14

Sum of Sales_Revenue by Sales Person and Region

Sum of Sales_Revenue

₹ 1M

₹ 0M

₹ 1.1M

₹ 1.0M

₹ 0.8M

₹ 0.7M

₹ 0.7M

₹ 0.7M

Richard ...

Badshya ...

Farmaan...

Bhagwat...

Jessica B...

John Jon...

Sales Person

Sales Person	Sum of Sales_Revenue	%achivement	commission value	Sum of C
Aamir Hussain	₹ 10,297	3%	₹ 0	₹ 40,0
Anubhav Shrivastab	₹ 403,469	112%	₹ 6,520.35	₹ 46,5
Arvind Kumar Yadav	₹ 312,542	87%	₹ 0	₹ 40,0
Badshya Khan	₹ 1,007,743	280%	₹ 97,161.45	₹ 137,1
Bhagwati Prasad	₹ 692,145	192%	₹ 49,821.75	₹ 89,8
Daniel Gonzalez	₹ 295,899	82%	₹ 0	₹ 40,0
Dharam Singh	₹ 108,146	30%	₹ 0	₹ 40,0
Farmaan Khan	₹ 771,108	214%	₹ 61,666.2	₹ 101,6
Gopal Sharma	₹ 176,859	49%	₹ 0	₹ 40,0
Gurmit Singh	₹ 105,709	29%	₹ 0	₹ 40,0
Total	₹ 15,602,876	101%	₹ 2,286,431.4	₹ 2,354,7