

808012

Kamiz
Kamiz Fatema
 Senior Executive
 Executive Management

EDISON
 INDUSTRIES

Note of Approval

The Executive Management

Channel Sales

Name : Channel Sales
 Ext. No : 1575
 Location : Corporate Office
 Reference : Edison/Channel Sales/Sl/01/2021
 Date : 10-03-2021

This is for your (Please give ✓ on appropriate Box): ☐ Pre-approval ☒ Post Facto Approval

Subject: Approval for Monthly Sales Team Incentive disbursement criteria



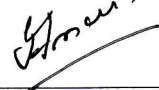


Dear Sir,

We have made an amendment in Sales Team Incentive Policy effective from March, 2021, where sales incentive criteria have been changed. In accordance with below criteria, onwards incentive will be disbursed based on target and achievement on monthly basis. For your kind information, please find below incentive policy of Mobile Sales.

Sales Person	Primary Turnover Weight	Secondary Turnover Weight	Slow Moving Model	SKU Availability	Total Weight
RSM	40	20	20	20	100
ASM	20	40	20	20	100
ZSM	20	40	20	20	100

Incentive Amount in BDT (Monthly)			
Quarterly Sales Achievement	RSM	ASM	ZSM
100% Above	20,000/-	18,000/-	16,000/-
80% to Less than 100%	Proportionate of 20,000/-	Proportionate of 18,000/-	Proportionate of 16,000/-
Less than 80%	Not Eligible	Not Eligible	Not Eligible

In this regard, I am expecting your kind approval.

Approval	Name		Signature
Forwarded By	Mukbulur Rahman Mustazir, Head of Channel Sales		
Checked By	Mohammad Atikur Rahman, Deputy General Manager, Commercial		✓ 
Recommended By	M.A Hanif, Director Mobile Sales		
	Md. Afzal Hossain Khan, Director , Finance Accounts & Treasury and Commercial		
Approved By	Executive Management	Jakaria Shahid, Managing Director	
		Md. Aminur Rashid, Chairman	

Cc: Commercial, Accounts