



## KAM/OT Manager's

## Key Performance Metrics

Last Updated Data

06-02-2025

Period

2025 (Year) + January (Month)

Manager Name

All

Emp Name

All

Store Name

All

Visit Duration Category

All



Check-ins  
481

Check-outs  
481



Manager Count  
5



Employee Count  
11



Distributor Count  
27

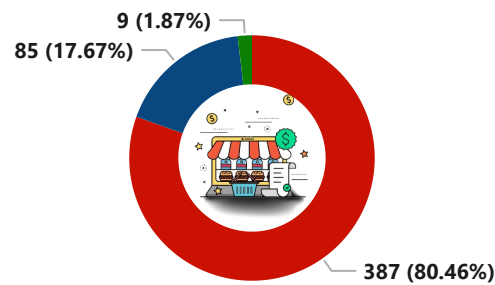


Number of Stores  
397



More info ^

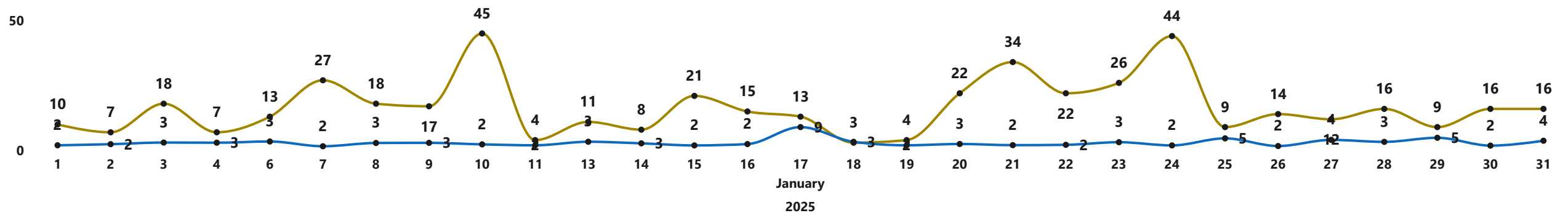
Visit Category ● Short Visit ● Medium Visit ● Long Visit



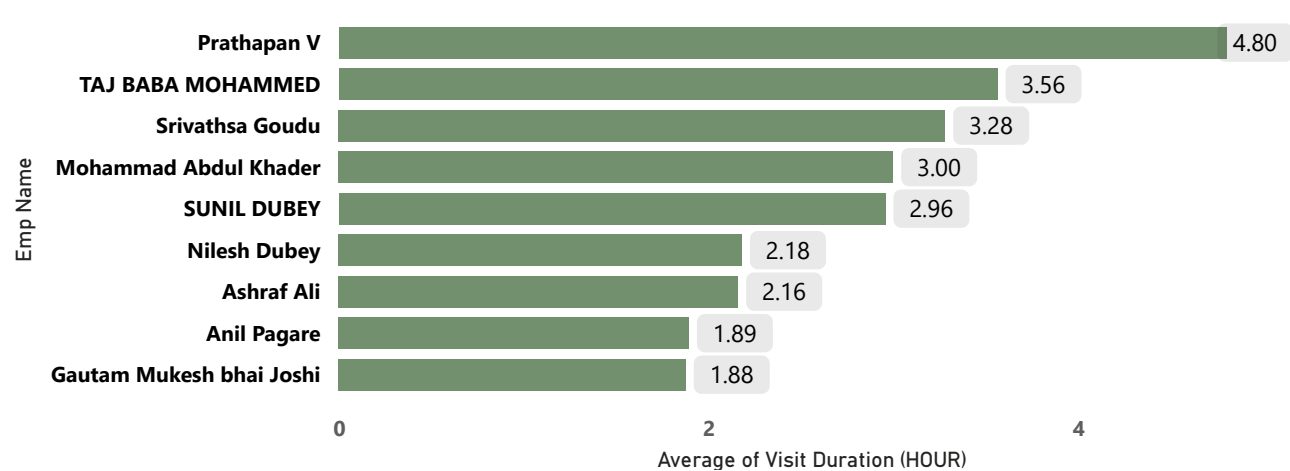
Emp Name	Visit Category	Store Name	Store Id	Check In Time	Check Out Time	Duration
Anil Pagare	Medium Visit	A491 Croma Nashik Gangapur Road	207196	25-01-2025 12:23:19	25-01-2025 19:12:44	7.00
		Croma-Mum-Borivali-A147	55045	15-01-2025 18:24:42	16-01-2025 00:21:03	6.00
	Short Visit	Croma A338 - Mumbai Vicino Mall	256901	02-01-2025 19:21:27	03-01-2025 00:20:29	5.00
		Croma Boisar	277564	10-01-2025 12:51:45	10-01-2025 14:10:56	2.00
		Croma Chembur	290239	10-01-2025 18:36:13	10-01-2025 19:47:46	1.00
		Croma MG Road Kandivali	291585	15-01-2025 17:10:56	15-01-2025 17:52:19	0.00
		Croma Mum-Fort-A026	291479	10-01-2025 14:11:08	10-01-2025 15:30:13	1.00
		Croma Mum-Ghatkopar-A035	56799	09-01-2025 19:20:02	09-01-2025 19:35:44	0.00
		Croma Mum-Phoenix-A027	56798	10-01-2025 15:55:55	10-01-2025 16:22:56	1.00
		Croma powai A 493	189637	09-01-2025 19:35:55	10-01-2025 00:20:32	5.00

Day-wise Store Visits and Average Time Spent in Store

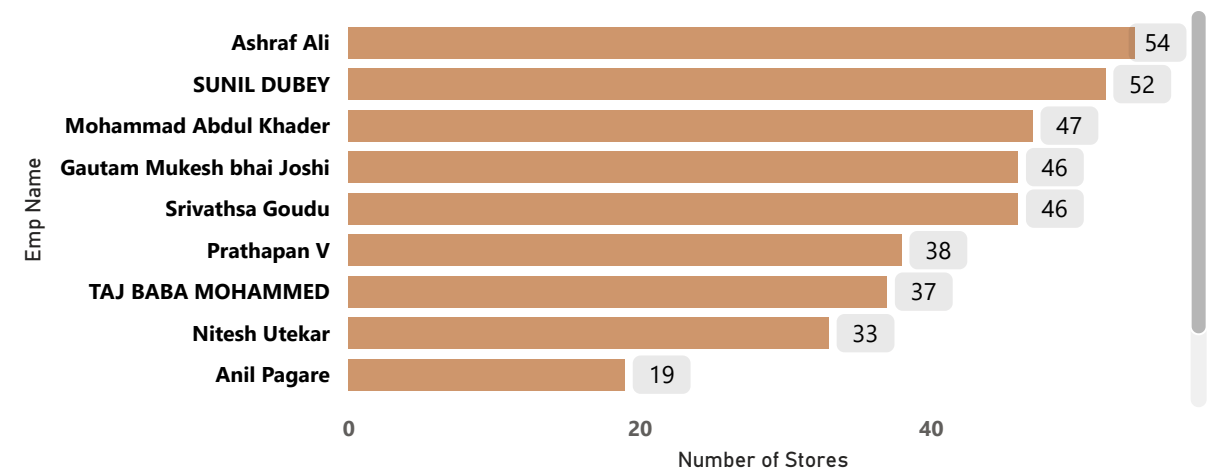
● Count of Store Id ● Average of Visit Duration (HOUR)



Employee Time Analysis: Top Performers and Their In-Store Hours



Employee Performance Analysis: Top Performers and Their Store Visit Frequency"





Unique Store Visit

Key Performance Metrics

Last Updated Data  
06-02-2025

Period

2025 (Year) + Janu...

Store Name

All

Emp Name

Ashraf Ali

Visit Type

All

Total Visits

62

New Visits

54

Repeat Visits

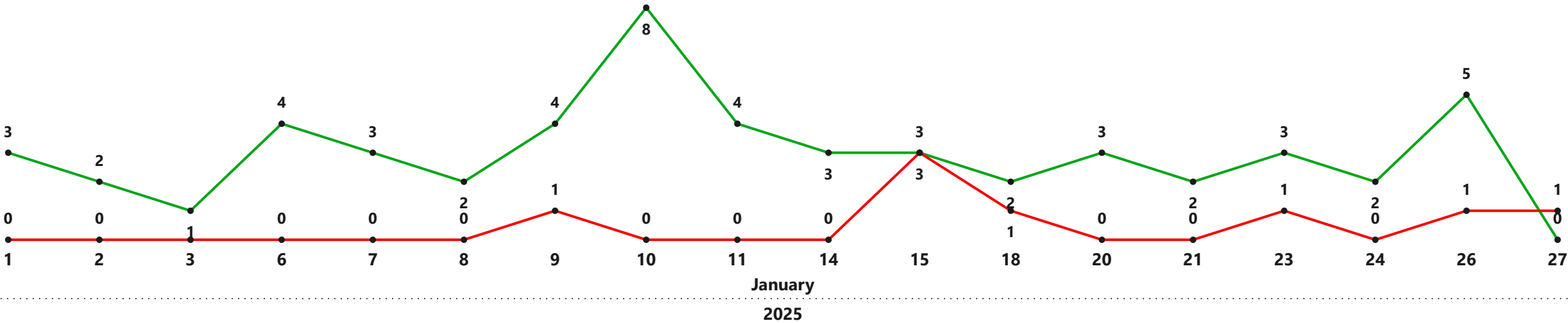
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Day Wise Employee visit to store (Unique store visit)

Name	Store Name	Store Id	1	2	3	6	7	8	9	10	11	14	15	18	20	21	23	24	26	27	Total
Ashraf Ali	CH-38 (Ashok Nagar, Chennai)	280377												1							1
	POORVIKA - PARRYS HIGH COURT OPP	291561	1																		1
	POORVIKA - TN - ANNA NAGAR APPLIANCES	290073														1					1
	Poorvika - Tn-A-Chrompet	290267									1										1
	Poorvika - TN-ALANDUR	291625									1		1								1
	Poorvika - TN-AMINJIKARAI	89488													1						1
	Poorvika - TN-ARAKKONAM	291639																	1		1
	Poorvika - TN-ARCOT	89496																	1		1
	POORVIKA TN-COVAI-100FT ROAD-HIFI	291459				1															1
	Poorvika - TN-COVAI-100FT ROAD-LIVE	89642						1													1
	Poorvika - TN-COVAI-BR PURAM 2	291627				1															1
	Poorvika - TN-COVAI-NANJAPPA ROAD	291649						1													1
	Poorvika - TN-EKKATTUTHANGAL	89558		1										1							1
	Poorvika - TN-IYYAPANTHANGAL	89600								1											1
	Poorvika - TN-KANDANCHAVADI	89616						1													1
	Poorvika - TN-MALL-VR MALL	89842												1							1
	Poorvika - TN-MANALI	89648										1									1
	Poorvika - TN-NEW WASHERMENPET	291658										1									1
	Poorvika - TN-PADI	89696		1																	1
	Poorvika - TN-PORUR SAKTHI NAGAR	89856								1											1
	Poorvika - Tn-Shanthi Colony	290166													1						1
	Poorvika - TN-SHOLINGANALLUR	89758							1												1

Day wise Store Visit (New & Repeat Visit)

Visit Type ● New Visit ● Repeat Visit





Performance Analysis

Key Performance Metrics

Zone

All

State

All

City

All

SH

Sibu Mathew

CH / CSM/KAM

All

TL

All

Year, Month

All

Overall - KPI's

Target (Overall) In Vol  
6,93,774

Above 20K (Price) In Vol  
1,76,425

15K TO 20K (Price) In Vol  
1,40,940

10K TO 15K (Price) In Vol  
2,57,183

<10k (Price) In Vol  
54,509

Achieved In Vol  
6,29,057

Total Employee Count  
1,264

Active Employee Count  
1,144

In Active Employee Count  
538

3 Star Employee Count  
1,144

2 Star Employee  
Count

Current Month

vs

Previous Month

Target (Overall) In Vol  
51,155

Achieved In Vol  
43,761

Target (Overall) In Vol  
47,154

Achieved In Vol  
47,550

Above 20K (Price) In Vol  
16,143

15K TO 20K (Price) In Vol  
8,616

Above 20K (Price) In Vol  
12,450

15K TO 20K (Price) In Vol  
12,425

10K TO 15K (Price) In Vol  
13,628

<10k (Price) In Vol  
5,374

10K TO 15K (Price) In Vol  
18,500

<10k (Price) In Vol  
4,175

State & City Level Overview - Target Vs Achieved Info

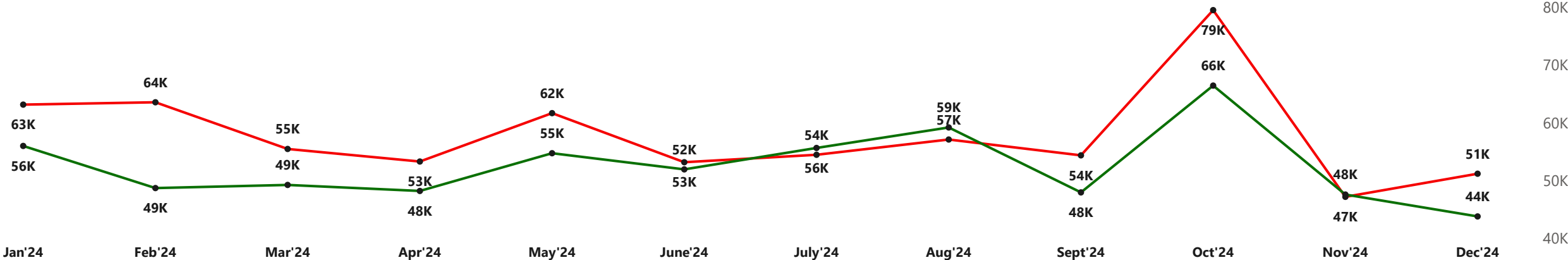
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Organization Hierarchy Breakdown- Target Vs Achieved Info

Month On Month -Tar vs Ach

More info >

● Target(Overall) (In Vol) ● Achieved (In Vol)



Zone

All

State

All

City

All

SH

All

CH / CSM/KAM

All

TL

All

Month

All

Target (Overall) In Vol

23,13,693

Above 20K (Price) In Vol

4,79,549

15K TO 20K (Price) In Vol

4,12,642

10K TO 15K (Price) In Vol

8,49,788

<10k (Price) In Vol

4,60,123

Achieved In Vol

22,02,109

Total Employee Count

4,164

Active Employee Count

3,873

In Active Employee Count

1,657

3 Star Employee Count

3,343

2 Star Employee Count

539

State	City	Target (In Vol)	Achieved (In Vol)	% of Ach	Price
Andhra Pradesh	ADDANKI	1,199	991	82.65%	1,34,56,609
	Adoni	1,775	2,090	117.75%	3,12,02,810
	ALLAGADDA	1,443	1,563	108.32%	2,06,09,737
	Amalapuram	4,344	4,216	97.05%	5,95,57,184
	ANAKAPALLI	539	326	60.48%	61,55,074
	ANANTAPUR	6,503	6,626	101.89%	9,02,02,974
	Ananthapur	3,497	3,644	104.20%	5,55,47,656
	ANANTHAPURAM	669	603	90.13%	1,21,59,097
	Ananthpur	1,519	1,292	85.06%	2,00,16,208
	BADVEL	746	882	118.23%	1,05,99,118
	Bapatla	1,808	1,892	104.65%	2,62,67,508
	BENZCIRCLE	50	21	42.00%	3,66,979

Zone	SH	CH / CSM/KAM	TL	Emp Name	Target(Overall)	Below 10k	10k-15k	15k-20k	Above 20K	Achieved	Price
NLFR	Sibu Mathew	Ena Chatterjee	Kanhaiya Yadav	Altamash Iqbal Shaikh Shaikh	2,040	100	323	470	1,516	2,409	5,97,83,191
				Naved Shaikh	2,155	170	727	141	1,397	2,435	5,76,92,565
				Ravi Gaud	2,050	128	500	295	1,133	2,056	4,78,05,744
				Rohit Karbele	2,140	218	763	499	969	2,449	5,02,32,351
				Mukesh Singh	2,040	149	717	381	830	2,077	4,25,66,223
				Deepak Yadav	2,150	189	863	566	824	2,442	4,67,38,258
				Vijay Kumar Yadav	2,160	244	730	382	816	2,172	4,29,64,128
				PAWAN DUBEY	2,188	212	679	435	777	2,103	4,24,21,497
				Anisa Shaikh	1,946	176	704	393	769	2,042	4,05,30,558
				Aabida Riyazatali Sayyed	2,177	322	831	525	736	2,414	4,25,65,286
				Purvi Pawar	1,072	86	382	228	678	1,374	2,92,03,726
				Indrajeet Vijay nigam	1,997	266	679	462	626	2,033	3,69,36,467
				Harshit Kamble	1,538	137	524	304	530	1,495	2,92,37,005
				Ambesh Tiwari	1,222	52	349	243	467	1,111	2,33,41,089
				Virat Patil	672	38	200	86	376	700	1,47,20,000
				Aazad Khan	648	71	204	92	337	704	1,50,34,396
				Sandeep Pandey	923	62	324	125	337	848	1,60,67,852
				Anant Singh	747	50	228	143	314	735	1,46,78,765
				Vishal Pandey	721	62	255	122	204	643	1,21,92,757
				Tushar Surve	1,002	92	445	392	173	1,102	1,78,62,098