



1-Apr-23

HR/Incentive/Circular No. 05

### **Sales Team Incentive Policy**

<b>Grade</b>	<b>Monthly Remuneration on Target Achievement</b>		
	<b>80%-99%</b>	<b>100% - 119%</b>	<b>More than 120%</b>
SR/SR SR/TSI	₹ 1000/-	₹ 2000/-	₹2500/-
SO/Sr SO/ASE/Sr ASE	₹ 1500/-	₹ 2500/-	₹3000/-
ASM/Sr ASM	₹ 2000/-	₹ 3000/-	₹3500/-
RSM/Sr RSM/GM	₹ 2500/-	₹ 3500/-	₹4000/-

NB

1. Incumbents achieving 79% of the allotted target will not get any incentive.
2. All Managers should intimate HR before 5<sup>th</sup> of every month stating target and achievement of all reportee under them.
3. The incentive is not part of the monthly salary and may be withdrawn as per management discretion.
4. The incentive policy is valid till it is withdrawn or modified by the management.
5. This incentive policy is only for Sales Team of PT Foods Pvt Ltd.