

Employee Name: CARLOS MACAHILO VEGA
Position: SR. VAN SALESMAN
Branch: ORMOC

Date Hired: March 05, 2018
Date Separated: August 13, 2022

KRA PERFORMANCE RATINGS

	RESPONSIBILITIES	TARGETS	2018	2019	2020	2021	2022
	KEY AREA'S						
I. MANAGEMENT PERFORMANCE AREAS							
	A. Planning & Organizing	10%	10%	10%	10%	10%	10%
	B. Controlling	10%	9%	9%	9%	9%	9%
II. TECHNICAL PERFORMANCE AREAS							
	A. Distribution, Sales, and Collection	15%	15%	15%	15%	15%	15%
	B. Truck Stock Inventory Management / Outlet Stock Inventory	15%	14%	14%	14%	14%	14%
	C. Truck Repairs and Maintenance	5%	5%	5%	5%	5%	5%
	D. Bad Orders and Stock Returns Management	5%	5%	5%	5%	5%	5%
	E. Report Preparation and Submission of Collection	10%	9%	9%	9%	9%	9%
	F. Marketing Program Assistance	5%	4%	4%	4%	4%	4%
	G. Merchandising	5%	5%	5%	5%	5%	5%
	H. Pricing	10%	10%	10%	10%	10%	10%
	I. Customer Trade Relation	5%	4%	5%	5%	5%	5%
	J. Trade Information and Competitive Reporting	5%	5%	5%	5%	5%	5%
	TARGET SCORE	100%	95%	96%	96%	96%	96%

Prepared By:

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Approved By:

Jinston B. Condador
Operations Manager