Expectations

Sr. Software Engineer - 1

Expectations

Category	Expectations/Targets	Weightage
FINANCIALS/SALES	Bookings :$28 M Billings :$24 M	25%
	Subscription:$10 M	
	New Pipeline Added :$100 M	
	CE/QPP/Docurated Net Revenue Retention Rate: 100 %	
	QXP/QXP Business/CE/QPP/Docurated Logo Retention: 90%	
	CSAT score = 70% and a strong NPS Score	
ON TIME DELIVERY PRODUCT ROADMAP	Product Roadmap for QXP/QXP for Business: Deliver all product Roadmap features on time per your Approved for the Quarter	30%
	Component Feature Roadmap of next two releases	
	Co-ordinate and help other team members for any technical guidance.	

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ON TIME DELIVERY DEMO/RIVA CORP PRODUCT ROADMAP	Product Roadmap Deliver all product Roadmap features on Time	15%
	Get Certification for QuarkXPress Business/CE before 30th Nov.	
	Ensure all cross departmental are trained on your Product release Plan (CSM, Services, QA, Dev Org , Sales, Pre-sales and HR and Marketing –	
	Deliver at-least 1 knowledge sharing session with-in the team	
QUALITY	30% reduction in Bugs being submitted to QA – **There should not be any PBI showstopper.**	30%
	50% Reduction in Customer Defects being Submitted — **Fix all defects with ERD falling in this quarter**	
	90% of tickets(Bugs/Defects) are closed in SEV Level submitted by the customer.	
	Conduct code review of all the code that is checked-in	

Abhinav