Sherill Ostrich

Development Manager

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📍 7421 N Point Rd, Baltimore, MD 21224

EDUCATION

Bachelor of Science in Computer Science at University of Maryland, College Park
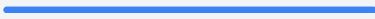
Sep 2011 - May 2015

I have learned how to design algorithms, create and use software, and effectively communicate my ideas to others.

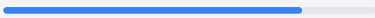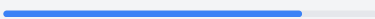## LINKS

linkedin.com/in/sherillostrich

SKILLS

Agile

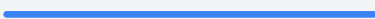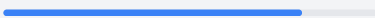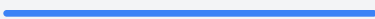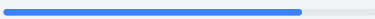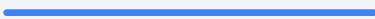Scrum

Waterfall

Jira

Confluence

Bitbucket/GitHub

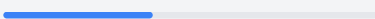Development Tools (e.g. Eclipse, Visual Studio)

LANGUAGES

English

Hindi

EMPLOYMENT HISTORY

Development Manager at Lockheed Martin, MD

Jun 2022 - Present

- Led a team of 12 developers and was responsible for the development of 3 new features on the company website.
- Implemented a new system for tracking project progress which resulted in projects being completed 20% faster.
- Wrote custom code for 2 features that increased conversion rates by 10%.
- Negotiated with vendors to get discounts on software licenses, resulting in savings of $5,000 per year.
- Trained 5 junior developers who are now productive members of the team.

Lead Development Manager at Northrop Grumman, MD

Aug 2019 - Apr 2022

- Led a team of 8 in developing and executing lead generation campaigns that resulted in 100 new leads per month.
- Defined criteria for target market segments and created personas for each segment.
- Wrote and designed email, landing page, and social media content that increased click-through rates by 20%.
- Implemented a CRM system that improved customer data accuracy by 30%.
- Trained sales team on best practices for follow up with leads generated from marketing campaigns.

Senior Development Manager at General Dynamics, MD

Jul 2015 - Jun 2019

- Led a team of developers in creating an e-commerce platform that increased sales by 20%.
- Managed a budget of $1.5 million and successfully completed projects under budget and on time.
- Hired and trained a team of 5 junior developers, who went on to be promoted within the company.
- Wrote 10 successful grant applications which resulted in $2 million in funding for various development projects.
- Negotiated contracts with vendors that saved the company 15% on total costs.

CERTIFICATES

Certified Software Development Manager (CSDM)

Feb 2021

Certified Agile Development Manager (CADM)

Dec 2019

MEMBERSHIPS

American Society for the Advancement of Science

Association for Computing Machinery