



THE DEVOTO GROUP, INC.

Executive Search Built on Relationships

January / February 2022

Greetings from The Devoto Group!

In 2022, The Devoto Group's focus with our clients will be to continue to assist in filling key leadership roles in marketing, product management, and sales.

Since 1995 we have successfully filled key roles for clients like Blue Coat Systems, Citrix Systems, Pulse Secure, Feedzai, Skybox Security and many others. Below is just a small sampling of our success in the areas of marketing and product management over the past few years. See "Key Successes" below.

Sukesh Garg has joined The Devoto Group team!

Sukesh Garg will be working with us as a Key Advisor on all of our C- and VP-level searches. We have known Sukesh for 10+ years as a candidate and as one of our clients. He brings to us a deep understanding of networking, security and the emerging cloud. Sukesh is currently a VP at RedSeal and helping them to move to the cloud. Welcome Sukesh! www.linkedin.com/in/sukeshgarg/

WHAT'S NEW

Announcements, Articles, New Information

3-Way Call Series ... with Jeff, Sukesh and Our Latest Guest!

In our ongoing series of 3-way Zoom Calls, Jeff Devoto and Sukesh Garg sit down with leaders in technology to provide you insights into the latest developments in the industry.

Starting next month you will be seeing our insights from these great calls.

Auto Tech

Our Client Wins Award!!! Sonatus Wins "Connected Car Platform of the Year" in 2022 IoT Breakthrough Awards. Check it out [here](#).

Other Suggested Reading

Rich Mironov is a long-time acquaintance who runs **Mironov**

In This Issue

What's New

Openings!

Events

Key Successes

The Devoto Group

The Devoto Group has been doing successful executive search for the past 20 years working with CEOs and Partners at Venture Capital firms.

Our specialty is Directors, VPs and CPOs of Product Management and CMOs, VPs, and other key roles of Marketing and Product Marketing.

Key clients include Aviatrix, Megaport, Netskope, Aeris, Sonatus, Feedzai, Citrix Systems, Okta, VeloCloud

Consulting. He has been a guest speaker at our Devoto Group Executive Luncheon Series, and we highly recommend him, his consulting business, and his monthly newsletter (Product Bytes).

Some recommendations from Rich:

- **We're in A Product Candidate's Job Market**
Read [here](#) insights on how to find and hire product managers.
- **Calendar Reviews**
Check out Rich and his product leader coachees calendar reviews [here](#).

"Whether you think you can or think you can't
either way you are right"

Henry Ford (1863-1947) from The Secret - Rhonda Byrne

Marketing, Product Management, Sales and Sales Engineering Openings!

Check out these great opportunities...

Our client, based in the Silicon Valley, offers a unique security solution with its encryption-based platform to protect your data.

- #1 Vice President, Marketing / Head of Marketing**
- #2 Vice President, Sales / Head of Sales**

Our Silicon Valley client offers network, security & data management solutions for the modern automaker.

- #1 Director / Head of Product (In-Vehicle Product Management)**
- #2 Director / Head of Product (Data/application Product Mgmt)**

Founded in 2004, this client provides a cybersecurity analytics platform to organizations. Their analytics engine creates functioning network models, tests networks, and more.

- #1 Sales Engineer - SoEast**
- #2 Sales Engineer - NoEast**
- #3 Technical Account Manager / Evangelist**

Our client's distinct approach provides a single platform for network security and monitoring.

- #1 Sales Engineer SoEast - Enterprise**
- #2 Sales Engineer SoCentral - Enterprise**
- #3 Sales Engineer East - ISR/CS**
- #4 Sales Engineer West - ISR/CS**

◆◆◆◆ \$1,000 Referral Fee for Winning Candidates for any of these abovementioned openings ◆◆◆◆

(now VMWare) Gigamon, Pulse Secure, HID Global, NetScout, Infoblox, Skybox Security, Elastica and Financial Engines.

Let us know if any of these openings interest you!

jeff@devotogroup.com

A great one from Dilbert ...



EVENTS

Upcoming events In light of the current situation many of these are virtual

February 28-March 1

Gartner CIO Leadership Forum, virtual

March 2

Silicon Valley Product Management Association Monthly Meeting

March 07-08

JMP Tech Conference

March 14-16

Gartner Identity & Access Management Summit, Las Vegas

March 14-17

Gartner Data & Analytics Summit, Florida

March 15-17

Adobe

KEY SUCCESSES

Devoto Group Testimonials & Placements

Testimonials

"I would highly recommend Jeff and his team at The Devoto Group if you want someone to help you find your next great job but also stay in touch and impact your career."

Sukesh Garg, VP of Product Management, RedSeal

"The Devoto Group did a fantastic job in bringing in our VP, Marketing.

With their help, The Devoto Group was able to find the perfect

Working on a retainer, The Devoto Group was very professional and brought us two quality candidates within the first week and continued to present highly qualified applicants throughout the process. We filled the position within 60 days and couldn't be happier with the quality work from Jeff and his staff. The winning candidate has been doing a stellar job over the past 9 months and has proved to be a critical hire for Pulse Secure. I would highly recommend The Devoto Group if you are looking to fill a key executive level marketing or product management role on your team."

Jeff Green, SVP, Pulse Secure

"Jeff is a fantastic recruiter that I've worked with in the past for key product management and product marketing positions."

Michael used The Devoto Group for a key product marketing director hire when he was the CEO of tCell (acquired by Rapid7). He has subsequently made introductions to other CEOs to fill both marketing and product management positions

Michael Feiertag

Placements - Key Marketing, Product Management & SE roles

PRODUCT MANAGEMENT

VP, Product Management - Citrix
VP, Product Management - Blue Coat Systems
VP, Product Management - Pulse Secure
Senior Director, Product Management - Pulse Secure
Director, Product Management - Megaport
Director, Product Management - Gigamon

MARKETING

VP, Product Marketing - Feedzai
Senior Director, Product Marketing - Elastica/Blue Coat Systems
Director, Product Marketing - Netskope
Senior Product Marketing Manager - Netscout
Director, DemandGen - Cloud Cruiser
Senior Director, Marketing - PayNearMe
Director, Sales - Pulse Secure
Director, Sales - Arbor Networks
Director, Field Operations/DemandGen - Skybox Security
Director, Security Solutions - Gigamon
Director, Product Marketing - tCell
Senior Director, Product Marketing - Affirmed Networks
Director, Technical Marketing - Sinefa

ABOUT THE DEVOTO GROUP

Executive Search Built on Relationships

Founded in 1995, The Devoto Group is a leading executive search firm located in Redwood City, CA and serving the Bay Area. Our focus is finding talented executive level individuals for sales, marketing, and product management positions for our clients -- early stage and mature high technology companies. We work with only the leading edge Internet companies and we pride ourselves in locating high quality talent very quickly.

Our current focus is working with technology companies involved in networking, security, cloud and mobility markets.



Jeff Devoto, Managing Director

415.265.0534 | jeff@devotogroup.com

www.linkedin.com/pub/jeff-devoto/0/95/3b5/



Andrea Devoto, Founder

www.linkedin.com/in/andrea-devoto-19a46/



Sukesh Garg, Advisor

<https://www.linkedin.com/in/sukeshgarg>

Sukesh has worked with Jeff & Andrea since 2010 as both a candidate and as a client. He advises us on new and emerging technologies and provides us with key insights into the market place.

The Devoto Group | 415.265.0534 | www.devotogroup.com

[Click to view this email in a browser](#)

If you no longer wish to receive these emails, please reply to this message with "Unsubscribe" in the subject line or simply click on the following link: [Unsubscribe](#)

[Click here](#) to forward this email to a friend

The Devoto Group
274 Redwood Shores Parkway
Redwood City, CA 94065
US

[Read](#) the VerticalResponse marketing policy.

vertical DELIVERED
response BY
Try It Free Today!

