



## THE DEVOTO GROUP, INC.

*Executive Search Built on Relationships*

March / April 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, Netskope, RedSeal, Gigamon, Citrix Systems, Pulse Secure, Feedzai, Skybox Security and many others.

See "Key Successes" below for a small sampling of our success in the areas of marketing, product management and sales over the past few years.

#### ***Olivia Devoto has joined The Devoto Group team!***

Olivia Devoto will be working with us as a Junior Recruiter to assist in all of our search activity. She brings to us a strong sales background with both large and small companies. Welcome Olivia!

<https://www.linkedin.com/in/olivia-devoto-1a4aaa132/>

### 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.

In May, Sukesh will sit down with Druce MacFarlane -- a security and cloud product guru -- to discuss the emerging security and cloud markets. Look for Druce's perspective in our May/June newsletter.

#### ***Data Privacy and Titaniam***

[Titaniam.io](#) is an exciting new client. We are very excited to be working with Arti Raman (CEO) and her team. Check out these articles from [Cyberwire](#) and [Intellyx](#).

### In This Issue

What's New

Openings!

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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,

## Auto Tech

Sonatus is a long time Devoto client that is making a big splash in the auto tech world. They recently won the "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 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).

Recommended reading from Rich's monthly newsletter:

[Product Management for UX-People](#)

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"When you know what you want and you want it badly enough,  
you will find a way to get it."

*Jim Rohn from America's Leading Business Authority on Success*

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## Current Openings!

### Check out these great opportunities...

Our client is a public company and their products/services accelerates customers' shift to work from anywhere through the industry's first self-healing Zero Trust platform, ensuring maximum security and uncompromised productivity. They are embedded in more than half a billion devices, offering a permanent digital connection that intelligently and dynamically applies visibility, control, and self-healing capabilities to endpoints, applications, and network access to ensure their cyber resilience tailored for distributed workforces.

- #1 Sr. Product Marketing Manager - Secure Endpoints**
- #2 Sr. Product Marketing Manager - Secure Access**
- #3 Sr. Technical Product Marketing Manager - Secure Access**
- #4 Director, Product Management**
- #5 Sr. Product Manager - Analytics**
- #6 Sr. Product Manager - Firmware**

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

#### **#1 Director of Finance / Operations**

Our client provides the provides the first AI Quality platform, to help enterprises analyze machine learning, improve model quality and build trust. Powered by enterprise-class Artificial Intelligence (AI) Explainability technology based on six years of research at Carnegie Mellon University.

#### **#1 Product Manager, SaaS**

Data privacy is a hot topic in security. Our client gives companies real-

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

time control over their web privacy so they can protect their customers and comply with new privacy laws. They are a team of experienced tech entrepreneurs with a deep passion for privacy on the internet.

**#1 Product Manager/Head of Product, Data Privacy**

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)**

◆◆◆◆ \$1,000 Referral Fee for Winning Candidates for any of these above-mentioned openings ◆◆◆◆

Let us know if any of these openings interest you! [jeff@devotogroup.com](mailto:jeff@devotogroup.com)

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**Defining the role of a Product Manager in Startups ...**



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**EVENTS**

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

**May 2-4**

Gartner Application Innovation & Business Solutions, Florida

**May 4**

Silicon Valley Product Management Association Monthly Meeting

**May 16-18**

Gartner CSO & Sales Leaders Conference, San Diego

**May 23-25**

Gartner Marketing Symposium/Xpo, Colorado

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# 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*

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

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"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*

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### **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 / SALES

VP, Product Marketing - Feedzai  
VP, Sales - Titaniam  
Senior Director, Product Marketing - Elastica/Blue Coat Systems  
Director, Product Marketing - Netskope  
Senior Product Marketing Manager - Netscout  
Director, DemandGen - Cloud Cruiser  
Senior Director, Marketing - BayNearMe

Senior Director, Marketing - Paycom  
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

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## 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**

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**Andrea Devoto, Founder**

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**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.

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