



THE DEVOTO GROUP, INC.

Executive Search Built on Relationships

January 2021

Happy New Year!

WHAT'S NEW

Announcements, Articles, New Information

3-Way Calls - Technology Trends

The Devoto Group just started a Zoom Call series called "3-Way Calls - Technology Trends" where we invite prominent executives and analysts from the industry to discuss trends and emerging technologies.

These calls with technology leaders are valued for providing great insights into the technology market around trends and new developments. This will be a regular feature in our newsletters

This month's 3-Way Call (second in the series) was with Sukesh Garg and John Veizades:

Secure Access Service Edge (SASE) – Is it a solution or product? Do you have one solution or multiple solutions?

There are several established and new technology companies getting onto the SASE bandwagon. Noteworthy are Palo Alto Networks with their \$420 million acquisition of CloudGenix and HPE (Aruba's team) purchase of Silver Peak for \$925 million. The Palo Alto Network's deal was a missed opportunity for Zscaler who have a popular integration with CloudGenix.

Cato Networks and iBoss are two up-and-coming companies that do SASE. Are these companies on the radar of companies like ZScaler and Riverbed? Cato Networks (catonetworks.com) just secured an E round of funding for \$130 million. Paul Martini (CEO) is leading the effort at iBoss, based out of Boston recently raised an A round for \$35 million.

Will SASE be delivered by one vendor or will a set of best-in-class vendors deliver the solution? Connectivity is usually handled by the

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

Network Operations team while Security is by the Network Security team. With SASE, will the operational lines get blurred? Will one product have two interfaces for the respective teams or will the teams converge? The jury is still out there. The winning architecture will likely be the one meeting the needs of business operations. One could drive operational efficiency while the other could easily integrate in an organization's existing security architecture.

From the Editor's Desk - We value these insights into the latest technology trends from Sukesh and John.

Sukesh Garg - Sukesh is currently the VP of Product Management at Redseal. He is a valued client that we have worked with for the past 10+ years.

John Veizades - John runs engineering and product for Megaport -- a Devoto Group client. We have known John for over 10 years.

From the Editor's Desk: SolarWinds Breach — What Happened?

Solarburst – Isn't Prevention better than Cure?

Over 18,000 organizations and their associated security teams are working on the Solarburst, the trojanized supply chain issue. What happened? What steps do organization need to take to prevent this?

Malware was inserted into SolarWinds build process. The compromised SolarWinds binaries were running since at least March 2020. The attacker could compromise the SolarWinds server and from there they can laterally traverse the whole organization leading to loss of sensitive information.

What steps do organization need to take? Continuously audit and improve your organization's security posture. Limit the blast radius of assets by defining control points at the network, identity and application level. Partners/suppliers demonstrate that they meet or exceed the mandated security posture.

When I talk to Managers I get the feeling that they are important.

When I talk to Leaders I get the feeling that I am important.

Anonymous

Marketing & Product Management Openings!

Check out these great opportunities...

#1 Director of Product

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

Our client gives companies instantaneous control over third-party data collection and risk. Reporting to the CEO, you will work with a team of experienced tech entrepreneurs with a deep passion for privacy and end user control. The candidate should have experience in developing software for the enterprises, especially those in heavily regulated industries. If this is exciting to you and you like working in fast-paced startups, then this may be for you!

#2 Director / Vice President, Product Marketing

Our client's mission is to bring fundamental advances to the field of application security. Instead of shoehorning conventional security options, they are building a new solution from the ground up to radically change the way containers and cloud workloads are protected.

#3 Senior Product Manager

Our Silicon Valley client offers network, security & data management solutions for the modern automaker. In this role the PM would use collected vehicle data to drive automaker business activities (e.g., R&D, customer support, subscription services, sales & marketing, operations, manufacturing, 3rd parties, etc.).

Let us know if any of these openings interest you!

jeff@devotogroup.com

from Don Landgren, Worcester Magazine



EVENTS

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

January 30

Silicon Valley Product Management Association Workshop

February 3

Silicon Valley Product Management Association Monthly Meeting

March 10

March 1-3

JMP Technology Conference

March 3

Silicon Valley Product Management Association Monthly Meeting

May 17-20

RSA Conference, San Francisco Moscone Center

September 13-15

Gartner Security & Risk Management Summit, London

September 20-22

Gartner Security & Risk Management Summit, Orlando, FL

TBD

AWS re:Invent 2021

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 worked tirelessly to help find the right job match and to prepare me for interviews that resulted from their hard work. Their communication with me along the labyrinth of the hiring process allowed me to focus on crushing the interviews while they dealt with the background details. If you are looking for high-tech work, The Devoto Group should be your first call."

Scott Emo

Placements

Vice President, Product Management

Director, Product Marketing

Senior Product Marketing Manager

Technical Marketing Engineer

- Leading provider of Web security and WAN optimization in the Bay Area

Vice President, Product Management

Director, Product Management

Several Product Marketing & Product Manager positions

- Established public company that has made its mark in cloud

solutions for mobility, desktop virtualization, networking, cloud

solutions for mobility, desktop virtualization, networking, cloud platforms, collaboration, and data sharing

Director, Product Marketing

- Early stage application security client based in San Francisco

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 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/

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
303 Twin Dolphin Drive, Suite 600
Redwood City, CA 94065
US

[Read](#) the VerticalResponse marketing policy.

vertical DELIVERED
response BY
Try It Free Today!