



THE DEVOTO GROUP, INC.

Executive Search Built on Relationships

February 2021

WHAT'S NEW

Announcements, Articles, New Information

3-Way Calls Series with Jeff, Sukesh and Surprise Guest

Jeff Devoto and Sukesh Garg sit down with leaders in technology to provide you insights into the latest developments in the tech industry.

This month Sukesh and Jeff sat down with Sanjay Kalra (CEO) of ShiftRight to learn more about his latest company.

Sukesh's perspective:

Shift Left, Shift Right or Shift Middle?

Security needs to be considered at every stage of an application's lifecycle – development, deployment, and operations. Shift left puts the focus during the development and deployment stage. The goal is to find security issues as early as the development. With the growing adoption of Kubernetes in the industry, the focus on shift left has been more than ever.

Shift right has also evolved from traditional firewalls and vulnerability management to zero trust – offer the lowest level of access required at the identity, network, and application level. So where do organizations begin or rather evolve?

Organizations will likely settle in the middle striking the right balance between shift left and shift right with the ability to bridge the gap by performing security impact analysis using real-time operations information during development.

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

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.

Sanjay Kalra - Sanjay, the Founder/CEO of ShiftRight is leading the

In This Issue

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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

effort there after a successful run at Lacework. See <https://shiftright.ai/author/skalra7/> and <https://www.crunchbase.com/organization/shiftright>

Hiring a Head of Product

Rich Mironov, like The Devoto Group, has a monthly newsletter. This month, among other items, he shared a [talk](#) he gave last September that highlights C-level mistakes made when hiring a VP Product or CPO.

Waving Goodbye to 2020

Rich Mironov noted that this has been a challenging year around the world: pandemic, elections, Brexit chapter 4, corrosive social media ... ten months of lockdown here on the West Coast. He continues with ... however, many of us in tech are fortunate to have remote-enabled work, supportive companies/colleagues, relative safety. If you've weathered the year, please take a moment to donate some time or money or socially-distanced F2F to someone in need. (And let me know if I can help.)

Rich is optimistic about 2021. Looking forward to meeting in person at product events or over coffee sometime soon. Thanks for supporting the broader product community.

"Your time is limited, so don't waste it living someone else's life"

Steve Jobs

Marketing & Product Management Openings!

Check out these great opportunities...

#1 Hot Job of the Month

Senior Director/Director, 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.

#2 Principal Product Manager

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

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

startups, then this may be for you!

#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.). Product Managers coming out of companies like Tesla or companies doing vehicle data collection (Otonom, Mojo), OTA software delivery (Cloudcar, Airbiquity) or autonomous vehicles (Cruise, Lucid Motors) are desirable.

Let us know if any of these openings interest you!

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Another great one from Tom Fishburne ...



... Cookie Monster is not happy.

EVENTS

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

March 1-3

JMP Technology Conference

March 3

Silicon Valley Product Management Association Monthly Meeting

March 9-10

Gartner CIO Leadership Forum, virtual

April 26-27

Gartner Digital Workplace Summit

April 27-28

Adobe Summit, Las Vegas

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

"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

"I have worked with The Devoto Group for over a decade. Jeff helped me land my first VP role as VP, Product Management at Citrix Systems, where he also placed many product managers and product marketeers. I heartily recommend The Devoto Group if you are looking for your next, great product management hire, or opportunity.

In fact, I recently retained Jeff and his team to fill a key product management role at Sonatus. Also, they sponsor and host an excellent luncheon program — which I have attended many times and thoroughly enjoyed the discussions with the featured guest and other executives."

Troy Trenchard, Chief Product Officer, Sonatus

I've worked with the Devoto group for many years, both to find great Product Managers, and also to move my career to the executive level - it was Jeff who found the first VP role and started a journey that has led to Chief Product Officer of a public company. Can't recommend

them enough."

ment enough.

Phil Montgomery, SVP of Global Solution & Product Marketing, FireEye

Placements - Key Marketing, Product Management & SE roles

Director, Product Marketing

- Our client's security cloud provides unrivaled visibility and real-time data and threat protection when accessing cloud service, websites and private apps from anywhere, on any device

Sr. Director, Product Management

Director, Product Management

Director, Security Solutions Marketing

Sr. Product Marketing Mgr - Security Solutions

- Our client is the first company to deliver unified network visibility and analytics on all data-in-motion, from raw packets to apps, across physical, virtual and hybrid cloud

Director of Product

- This current client is a leading provider of Network as a Service (NaaS) solutions. The company's global Software Defined Network (SDN) helps businesses rapidly connect their network to services via an easy-to-use portal or their open API.

Vice President, Product Management

Sr. Director, Product Management

Director, Product Management

Sales Engineer

- Established public company that has made its mark in cloud solutions for mobility, desktop virtualization, networking, cloud platforms, collaboration, and data sharing

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.



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