



THE DEVOTO GROUP, INC.

Executive Search Built on Relationships

March 2021

WHAT'S NEW

Announcements, Articles, New Information

3-Way Calls Series with Jeff, Sukesh and Our Latest 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 Abby Strong, Vice President of Marketing at CRIBL. CRIBL offers an observability and security solution. Here is Sukesh's assessment from that call.

Read Once and Use Many for Observability and Security

IT operation systems are often hit for observability and security data by different tools. These tools can slow down these operational systems and can introduce significant cost/complexity especially if the systems are deployed in the cloud.

A common source for observability and security data is logs. Organizations can control and deliver multiple important outcomes by reading logs once and using them multiple times across multiple tools with a focus on increased security, lower costs, higher performance and scale.

Candidly the same approach can be applied across all data types - flow data, log data and event data. Read once and use many to glue multiple systems together.

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

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.

Abby Strong - Abby is the VP of Marketing at CRIBL. She has spent over 20 years at high velocity tech companies, connecting people, ideas, and technology together to create business-changing outcomes. Her technical background gives her a deep understanding

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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, Okta, VeloCloud

of how to passionately market across varied audiences.

What CRIBL is doing

Take a look at vmblog's article on "Cribl 2021 Predictions: Container Blindness Doubles Infrastructure Costs in 2021" by Nick Heudecker. Find the article [here](#).

Five Product Marketing Manager Questions

[Check out](#) Indeed.com's posting on 5 Product Marketing Manager Interview Questions and Answers.

"Anything is possible, man. Don't believe otherwise"

Willie Mays from new book "24" by John Shea

Marketing & Product Management Openings!

Check out these great opportunities...

#1 Senior Director/Director/VP, 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 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.

(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

Another great one from D. Fletcher ...



EVENTS

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

April 7

Silicon Valley Product Management Association Monthly Meeting

April 26-27

Gartner Digital Workplace Summit

April 27-28

Adobe Summit, Las Vegas

May 4-6

Gartner Data & Analytics Summit

May 5

Silicon Valley Product Management Association Monthly Meeting

May 11-12

Gartner Identity & Access Management Summit

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

KEY SUCCESSES

Devoto Group Testimonials & Placements

Testimonials

"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'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."

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

"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

"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

"The Devoto Group has been a long time recruiting resource for me over the past several years. Jeff and Andrea have a very strong portfolio of clients -- everything from early stage start-ups to big established companies. They have a very good understanding of key areas of marketing -- especially demand generation and outbound

areas of marketing -- especially demand generation and outbound product marketing. They have always presented me with exciting roles and I am happy to recommend The Devoto Group if you are a marketing professional looking for your next opportunity!"

Debbie Margulies, Dir of Demand Generation, Stackrox

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.



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

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

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