



## THE DEVOTO GROUP, INC.

*Executive Search Built on Relationships*

April 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.

On April 28th Sukesh Garg and Jeff sat down with Erik Suppiger and discussed Erik's latest "Elite 80 Report" and the top technology companies in the cybersecurity and IT infrastructure markets.

In our next newsletter (May) Sukesh will provide us his unique perspective on how he views the markets and provide us with some more insights into the specific "Elite 80" tech companies we discussed on our call with Erik. Companies like Snyk, Sysdig, Cycognito, Aqua Security, Contrast Security, Stackrox (now Redhat), and Darktrace were all a part of our discussion.

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

**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. We placed Sukesh into a product management role where he was Head of Products and Service Providers at Netscout from 2010-2014!

**Erik Suppiger** was a recent guest at our Devoto Group Executive Luncheon Series. Those in attendance raved about his knowledge of the tech market.

#### ***Prioritization Beyond Algorithms***

Per Rich Mirinov, the problem of prioritization comes up in many of his coaching discussions with product leaders, and in almost every product forum. We want it to be a trivial mechanical process ... but that very rarely works in practice. Check out Rich's article [here](#).

#### ***The Dirty Dozen PM Career Traps to Avoid!***

### In This Issue

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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

Coming up at the Silicon Valley Product Management Association's May 5th Meeting. Ever feel like you're just stumbling along in the dark as you navigate your career path in product management? If you're feeling frustrated, confused, or unsure as to whether you're on the right track, you're not alone. Learn more and register for the meeting [here](#).

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"Good Values Attract Good People"

*John Wooden - 12 Lessons in Leadership*

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## Marketing & Product Management Openings!

### Check out these great opportunities...

Our client provides a no code mobile security and fraud prevention service. We worked with their CEO previously. He is a great leader.

**#1 Sr. Technical Support Engineer - West & East**

**#2 Sr. Technical Account Manager - West & East**

Our client is an enterprise cybersecurity company helping the world's leading organizations understand and secure their entire environment from the core to edge to the cloud.

**#3 Product Marketing Manager - Cloud (West Coast)**

**#4 Product Marketing Manager - Services**

**#5 Product Marketing Manager - Security**

Our client's technology delivers dynamic policy automation for Zero Trust between applications, users, services, and data to facilitate secure and confidential data exchange for high-value transactions using microservice delivery model.

**#6 Head of Marketing (West Coast)**

**#7 Product Marketing Manager (West Coast)**

This fast-growing Healthcare IoT security company provides the security teams with a view of which medical and IoT devices are connected to better understand their associated risks, and protect against harmful cyber-attacks.

**#8 Product Marketing Manager (New York)**

**#9 Demand Generation Manager (New York)**

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

**#10 Technical Support Engineer (San Jose, CA)**

Let us know if any of these openings interest you!

[jeff@devotogroup.com](mailto:jeff@devotogroup.com)

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

## Another great one from Dilbert ...

Dilbert on Product Management

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## EVENTS

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

### 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

### May 23-27

IEEE Symposium, San Francisco

### May 26-27

Gartner Application Innovation & Biz Solutions

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## 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*

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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*

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"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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"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 marketers. 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*

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"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 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

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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 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](mailto:jeff@devotogroup.com)

[www.linkedin.com/pub/jeff-devoto/0/95/3b5/](http://www.linkedin.com/pub/jeff-devoto/0/95/3b5/)



**Andrea Devoto, Founder**

[www.linkedin.com/in/andrea-devoto-19a46/](http://www.linkedin.com/in/andrea-devoto-19a46/)

The Devoto Group | 415.265.0534 | [www.devotogroup.com](http://www.devotogroup.com)

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

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