



THE DEVOTO GROUP, INC.

Executive Search Built on Relationships

June 2021

WHAT'S NEW

Announcements, Articles, New Information

3-Way Calls Series with Jeff, Sukesh and Our Latest Guest!

In a new 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.

JMP Securities - Elite 80 Technology Companies

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

Sukesh cites the following security, cloud and networking companies from the Elite 80 Report as ones to watch:

1. Sysdig (K8s security)
2. Rubrik (Data Security)
3. ForgeRock (Identity)
4. Exabeam (SIEM)
5. Cohesity (Data Security)
6. SentinelOne (endpoint)
7. Snyk (Application Security)

Others not on the list -- but should be according to Sukesh -- are:

1. ThreatConnect (SOAR)
2. StackRox (K8s) - now RedHat Security
3. Sumologic (SIEM)
4. Hunter.ai (Threat Detection)
5. Cycognito (Pen-test)
6. Menlo Security (Cyber Security)
7. Aqua Security (Cloud-Native Security)

See <https://news.crunchbase.com/news/briefing-3-10-21/>

From the Editor's Desk - We value these insights into the latest

In This Issue

What's New

Openings!

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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

technology trends from tech leaders like 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 leadership role (Head of Products and Service Providers) at Netscout from 2010-2014!

Erik Suppiger is Managing Director & Senior Analyst (Cybersecurity & IT Infrastructure) at JMP Security in San Francisco. Erik was a recent guest at our Devoto Group Executive Luncheon Series. Those in attendance raved about his knowledge of the tech market. We appreciate Erik sharing with us his annual Elite 80 Report - a list of the top networking, cloud and security companies in technology.

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).

Some recommendations from Rich:

- **Coaching With Heart**. One of my VP Product coachees raised a topic that comes up often: *"I want to become a much better coach for my reports, both around product issues and people management. How do I ask powerful questions to lead my team through that rather than giving the answer?"* See Rich's response to "This is a hard (and interesting) question."
- **Difficult Product Discussions with CEOs**. I'm sometimes pulled into difficult discussions with CEOs, where I'm trying to describe systematic product-side failures that directly conflict with how the CEO sees the world. Even after dozens of similar discussions, I have only moderate success. But it seems worth framing this leadership-level challenge from both sides.

"Know what you know"

Jerome Bernstein - Licensed Jungian Therapist

Marketing & Product Management Openings!

Check out these great opportunities...

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.

#1 Product Marketing Manager - Cloud (West Coast)

#2 Product Marketing Manager - Security (West Coast)

#3 Technical Marketing Engineer - Security/Cloud/SaaS

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

◆◆◆◆ \$2,500 Referral Fee for Winning Candidates for either of these
abovementioned PMM openings #1 & #2 ◆◆◆◆

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

#4 Sr. Technical Support Engineer - West & East

#5 Sr. Technical Account Manager - West & East

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)

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

#7 Product Manager - Cloud (San Jose, CA) - 2 openings

Let us know if any of these openings interest you!

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Another great one by Glasbergen ...

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www.glasbergen.com



**“Hello, Tech Support? How do I change
the font in my alphabet soup?”**

EVENTS

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

July 14

Silicon Valley Product Management Association Monthly Meeting

July 31 - August 5

Black Hat USA, Las Vegas

August 4

Silicon Valley Product Management Association Monthly Meeting

August 17-19

Gartner Marketing Symposium / Expo

KEY SUCCESSES

Devoto Group Testimonials & Placements

Testimonials

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 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 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 / now RedSeal

"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

John 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

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

- 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

- 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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