THE DEVOTO GROUP, INC.

Executive Search Built on Relationships

WHAT'S NEW

Announcements, Articles, New Information .....

A Gap in Your Career Doesn't Have to Mean a Gap in Progress

Emily Wong of Words of Distinction talks about career gaps ... without stirring up the usual associated anxiety. Learn more by reading the full article here.

Other 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:

- **Hiring a Head of Product**. If you don't have a Head of Product you may suffer from: narrow focus on engineer / development productivity; underpowered product management teams; customer benefits misaligned with actual features; and lack of realistic product strategy. Learn more here.
- **Building and Scaling a Product Team**. View Rich's presentation here.

"Success is neither magical nor mysterious. Success is the natural consequence of consistently applying the basic fundamentals."

Jim Rohn

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 Manager - Security/Cloud/SaaS**

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

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

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

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

◆◆◆◆ $2,500 Referral Fee for Winning Candidates for any of these abovementioned openings ◆◆◆◆

Let us know if any of these openings interest you!
jeff@devotogroup.com

Another great one by D.Fletcher ...

EVENTS

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

July 31 - August 5
Black Hat USA, Las Vegas

August 4
Silicon Valley Product Management Association Monthly Meeting

August 5-8
Def Con, Las Vegas

August 17-19
Gartner Marketing Symposium / Expo

September 15
Silicon Valley Product Management Association Monthly Meeting

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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
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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 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
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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

"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

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

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ABOUT THE DEVOTO GROUP
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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