



## THE DEVOTO GROUP, INC.

*Executive Search Built on Relationships*

August 2021

## LOOKING FOR YOUR NEXT GREAT JOB? SEE JOB LISTING BELOW!!!

### WHAT'S NEW

*Announcements, Articles, New Information .....*

#### ***Kickstart Your Job Search***

If you're having trouble getting motivated to start your job search, you may need a mindset adjustment. Or, you may need to simplify your approach. Or maybe you need a combination of both. Read Emily Wong's article from Words of Distinction [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:

- **How Weak Analogies About Software Can Lead Us Astray**  
Company leaders who aren't steeped in how software is made can apply less-than-useful analogies for how it is designed/built. These analogies tend to highlight predictability, scheduling and cost management... but may not be that useful. [This post](#) unpacks a few of them.

---

"Motivation is what gets you started.  
Habit is what keeps you going."

*Jim Rohn*

---

### Marketing & Product Management Openings!

#### **Check out these great opportunities...**

Our client is an enterprise cybersecurity company helping the world's

### 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 Aviatix, Megaport, Netskope, Aeris, Sonatus, Feedzai, Citrix Systems, Okta, VeloCloud

leading organizations understand and secure their entire environment from the core to edge to the cloud. They have explosive revenue growth and you would be joining them at an ideal time. A great management team along with very cool technology that would make it a fun place to work!

**#1 Product Marketing Manager - Cloud**

**#2 Product Marketing Manager - Security**

**#3 Technical Marketing Manager - Security/Cloud/SaaS**

Our client provides a no code mobile security and fraud prevention service. We worked with their CEO previously. They have a great leadership team and hiring at a fast rate. Now would be a great time to join!

**#4 Sr. Technical Support Engineer - East Coast**

Founded in 2004, this client provides a cybersecurity analytics platform to organizations. Their analytics engine creates functioning network models, tests networks, and more. The Head of Product Management has been successful in both large and small companies. Join the Team

**#5 Product Manager - Cloud (San Jose, CA)**

◆◆◆◆ \$1,000 Referral Fee for Winning Candidates for any of these abovementioned openings ◆◆◆◆

Let us know if any of these openings interest you!

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

---

Another great one from Dilbert ...



---

## EVENTS

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

September 15

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

Silicon Valley Product Management Association Monthly Meeting

**September 20-22**

Gartner Security & Risk Management Summit, Orlando, FL

**September 27-29**

InfoSec World Conference, Florida

**October 6**

Silicon Valley Product Management Association Monthly Meeting

---

## KEY SUCCESSES

### *Devoto Group Testimonials & Placements .....*

#### *Testimonials*

"The Devoto Group did a fantastic job in bringing in our VP, Marketing. Working on a retainer, The Devoto Group was very professional and brought us two quality candidates within the first week and continued to present highly qualified applicants throughout the process. We filled the position within 60 days and couldn't be happier with the quality work from Jeff and his staff. The winning candidate has been doing a stellar job over the past 9 months and has proved to be a critical hire for Pulse Secure. I would highly recommend The Devoto Group if you are looking to fill a key executive level marketing or product management role on your team."

*Jeff Green, SVP, Pulse Secure*

-----

"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

---

## 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)

If you no longer wish to receive these emails, please reply to this message with "Unsubscribe" in the subject line or simply click on the following link: [Unsubscribe](#)

[Click here](#) to forward this email to a friend

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

[Read](#) the VerticalResponse marketing policy.

