



THE DEVOTO GROUP, INC.

Executive Search Built on Relationships

September 2021

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

WHAT'S NEW

Announcements, Articles, New Information

Thank you!

We have worked with with many of you over the years and appreciate your talent and your business. We are currently working with some extremely talented maketing and product management folks. We'd love to engage with you again if you'd like to learn more.

Take the Ick Out of Networking

Ok, so not everyone thinks networking is icky. Some people love the social element and the idea of (sometimes) free food. But a lot of us would prefer not to... Read Emily Wong's article from Words of Distinction [here](#) for a few ideas that might help you ease back into the new post-pandemic normal of networking.

Mobile Application Security

One of our clients is doing some interesting work around mobile application security. See this survey that debunks the top 5 myths surrounding mobile app security and highlights consumers demand for security [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:

- **Selling Problems (and Then Solutions) Instead of Philosophy**

We know that external customers must recognize a problem before they consider buying our solution. But often product managers / product leaders forget this when dealing with

In This Issue

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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

internal stakeholders and executives. Check out Rich's post [here](#).

"You can have more because you can become more -- and unless you change how you are, you will always have what you've got."

Jim Rohn

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. They have a great leadership team and hiring at a fast rate. Now would be a great time to join!

#1 Sr. Technical Support Engineer (B2C) - West Coast

#2 Sr. Technical Support Engineer (B2E) - US

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

#3 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

Another great one from Randy Glasbergen ...

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



"I'M THE COMPUTER FAIRY. TECHNICAL SUPPORT SENDS ME TO FIX THE WORST PROBLEMS."

EVENTS

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

September 27-29

InfoSec World Conference, Florida

October 5-7

VM World

October 6

Silicon Valley Product Management Association Monthly Meeting

October 10-13

Oracle OpenWorld 2021, Las Vegas

October 12-14

Google Cloud Next, San Francisco

October 12-15

Kubecon '21, Los Angeles

October 18-21

Gartner IT Symposium/XP, Orlando, FL

KEY SUCCESSES

Devoto Group Testimonials & Placements

Testimonials

"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

"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

"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

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

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.

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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