



## THE DEVOTO GROUP, INC.

*Executive Search Built on Relationships*

October 2021

### LOOKING FOR NEW CLIENTS!!

We have been fortunate to fill several product management and marketing roles for our clients over the past few weeks. So, thank you for working with us and showing your support.

We have a tremendous database of candidates that are available and looking for new opportunities. If you have some current requirements we would love to hear from you to assist you in filling key roles in this highly competitive market!!

### WHAT'S NEW

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

#### ***Don't Let the Quest for Perfection Hold You Back***

There's a reason Nike has one of the most iconic and sustainable taglines. Their succinct "Just Do It" is something most of us can relate to as we're tempted to put off even that which might help us grow. The reason? It could be that we're fearful that the results won't be perfect. Read Emily Wong's article from Words of Distinction [here](#) on how to "Break up with perfect".

#### ***\$396 Billion!***

Gartner forecasts end-user spending on public cloud services to reach \$396 billion in 2021 and grow 21.7% to reach \$482 billion in 2022. Additionally, by 2026, Gartner predicts public cloud spending will exceed 45% of all enterprise IT spending, up from less than 17% in 2021. Aug 2, 2021

#### ***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:

- **Merchandizing Product Management**  
Product management work is much easier when the product

### 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

team is well-respected: when stakeholders believe that we're smart and hard-working and good at product stuff. So an under-appreciated skill of product leaders is merchandizing good product work and good outcomes from our teams. What does that look like? Check out Rich's post [here](#).

---

"Attitude determines choice, and choice determines results.  
All that we are, and all that we can become has indeed been  
left unto us."

*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 Technical Marketing Engineer (San Jose, CA)**

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

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

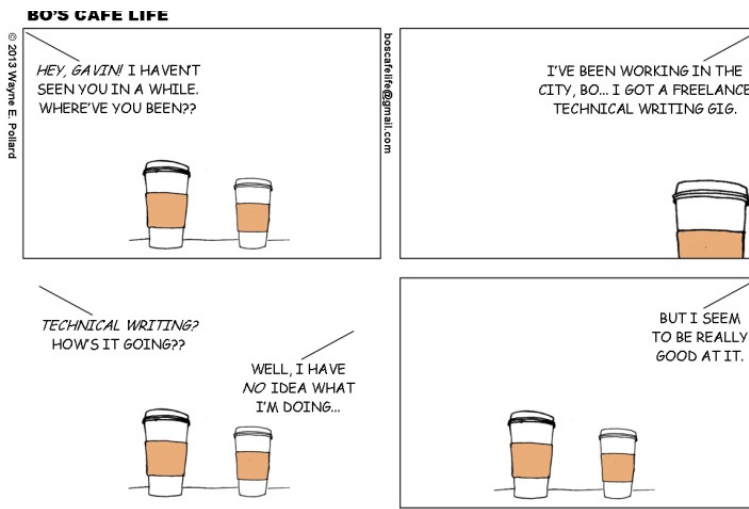
Let us know if any of these openings interest you!

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

---

**A great one from Wayne E. Pollard ...**

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



---

## EVENTS

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

### November 3

Silicon Valley Product Management Association Monthly Meeting

### November 16-18

CSO 50, Scottsdale AZ

### November 20 - December 3

AWS Re:Invent, Las Vegas

### December 1

Silicon Valley Product Management Association Monthly Meeting

### December 6-8

Gartner IT Infrastructure, Ops & Cloud Strategies, Las Vegas

---

## 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.

Pre-Sales Engineer

- Our client, in the SF Bay Area, securely connects users to applications anywhere, from any device, backed by world-class user experience.

---

## **ABOUT THE DEVOTO GROUP**

***Executive Search Built on Relationships***

Founded in 1995, The Devoto Group is a leading executive search firm

Founded in 1999, 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)

[Click to view this email in a browser](#)

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.

**vertical** DELIVERED BY  
**response**  
Try It Free Today!