



THE DEVOTO GROUP, INC.

Executive Search Built on Relationships

July / August 2022

Greetings from The Devoto Group!

In 2022 The Devoto Group's focus with our clients will be to continue to assist in filling key leadership roles in marketing, product management, and sales.

Since 1995 we have successfully filled key roles for clients like Blue Coat Systems, Netskope, RedSeal, Gigamon, Citrix Systems, Pulse Secure, Feedzai, Skybox Security, Titanium, Absolute Software and many others.

See "Key Successes"

WHAT'S NEW

Announcements, Articles, New Information

Lokker - New Devoto Client You Should Know About!

The Devoto Group is pleased to be working with Lokker, run by Ian Cohen (CEO), an incredibly successful leader that has developed a product that is taking data privacy to another level.

Lokker gives companies real-time control over their web privacy so they can protect their customers and comply with the latest new privacy laws. Lokker is a team of experienced tech entrepreneurs with a deep passion for privacy on the internet.

See <https://lokker.com/> and <https://lokker.com/about/> and watch [this video](#).

We have been retained to fill a PM leadership role and here is what Ian says about the "ideal candidate" for this position.

We need a PM leader "who has or wants to make their career in our space (privacy and security), understands the rapidly evolving industry, has good technical chops and a **great working understanding of networking and edge services**. That's a lot to ask for, but the ideal candidate would check all those boxes."

See "Current Openings"

A Working Request Process Should End in YES

From one of our favorites -- Rich Mironov and his great newsletter. Enterprise Sales/Solutions teams see the world one customer at a time; Product/Development teams see cumulative market impact and aggregate technical demand. These are fundamentally in conflict... Read his article [here](#).

In case you missed it in our last newsletter, check out:

Getting Your Resume Past the Robots (ATS)

Read Emily Wong's [article](#) on how to format your resume to be ATS-friendly so it reaches the hiring manager.

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 27 years working with C-Level Executives and Partners at Venture Capital firms.

Our specialty is Product Management, Marketing, and Sales at all levels.

Key clients include Netskope, Citrix Systems, Okta, Aviatrix, Megaport, Aeris, Sonatus, Feedzai, VeloCloud (now VMWare), Gigamon, Pulse Secure, HID Global, NetScout, Infoblox, Skybox Security,

Elastica and Financial Engines.

"Life is not just the passing of time.
Life is the collection of experiences and their intensity."
Jim Rohn

Current Openings!

Check out these great opportunities...

Data Privacy - Protect Your Customers

Data privacy is a hot topic in security. Our client gives companies real-time control over their web privacy so they can protect their customers and comply with new privacy laws. They are a team of experienced tech entrepreneurs with a deep passion for privacy on the internet.

#1 Senior Product Manager/Head of Product, Data Privacy
(see lead article)

Data Encryption - A Unique Solution

This client, based in the Silicon Valley, offers a unique security solution with its encryption-based platform to protect your data.

- #1 Technical Marketing Engineer**
- #2 Sr. Product Manager**
- #3 Sales Engineer**

Security At A New Level With Zero Trust Platform

Our client is a public company and their products/services accelerates customers' shift to work from anywhere through the industry's first self-healing Zero Trust platform, ensuring maximum security and uncompromised productivity. They are embedded in more than half a billion devices, offering a permanent digital connection that intelligently and dynamically applies visibility, control, and self-healing capabilities to endpoints, applications, and network access to ensure their cyber resilience tailored for distributed workforces.

#1 Sr. Product Manager - Analytics

◆◆◆◆ \$1,000 Referral Fee for finding us a Winning Candidate for any of these above-mentioned openings ◆◆◆◆

Let us know if any of these openings interest you!

jeff@devotogroup.com

Another great cartoon from Dilbert ...



EVENTS

Upcoming events

September 14

Silicon Valley Product Management Association Monthly Meeting

September 19-21

CSO50 Conference, National Harbor, MD

September 20-22

Dreamforce 2022. San Francisco

September 26-28

InfoSecWorld Conference, Florida

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

PRODUCT MANAGEMENT

Director, Product Management - Absolute Software
VP, Product Management - Citrix
VP, Product Management - Blue Coat Systems
VP, Product Management - Pulse Secure
Senior Director, Product Management - Pulse Secure
Director, Product Management - Megaport
Director, Product Management - Gigamon

MARKETING / SALES

VP, Sales - Titanium, Inc.
Director, Product Marketing - Netskope
Director, Sales - RedSeal
Director, Product Marketing - tCell
VP, Product Marketing - Feedzai
Senior Director, Product Marketing - Elastica/Blue Coat Systems
Senior Product Marketing Manager - Netscout
Director, DemandGen - Cloud Cruiser
Senior Director, Marketing - PayNearMe
Director, Sales - Pulse Secure
Director, Sales - Arbor Networks
Director, Field Operations/DemandGen - Skybox Security
Director, Security Solutions - Gigamon
Senior Director, Product Marketing - Affirmed Networks
Director, Technical Marketing - Sinefa

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 executive level 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

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Andrea Devoto, Founder

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Olivia Devoto, Associate Recruiter

<https://www.linkedin.com/in/olivia-devoto-1a4aaa132>

Olivia has joined our team as an Associate Recruiter. Olivia has worked successfully in sales roles in and outside technology. We welcome Olivia to our team!



Sukesh Garg, Advisor

<https://www.linkedin.com/in/sukeshgarg>

Sukesh has worked with Jeff & Andrea since 2010 as both a candidate and as a client. He advises us on new and emerging technologies and provides us with key insights into the market place.

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