



THE DEVOTO GROUP, INC.

Executive Search Built on Relationships

May / June 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" below for a small sampling of our success in the areas of marketing, product management and sales over the past few years.

WHAT'S NEW

Announcements, Articles, New Information

Absolute Software and Titanium, Inc. - Devoto Clients You Should Know About

The Devoto Group is pleased to be working with 2 great security companies -- Titanium, Inc. and Absolute Software. These clients show the breadth and wide variety of companies we help find talent -- especially in the areas of marketing, sales, and product management.

Titanium is led by Arti Raman - a dynamic CEO that was instrumental in the Blue Coat Systems acquisition while she was at Symantec and now she has founded a start-up that does data encryption in a unique way. We recently found her a top notch sales executive (Howard Doherty) to lead the sales effort as their VP, Sales. We are also engaged to assist them with other key hiring needs.

Titanium received these prestigious awards that were announced at the RSA conference.



Absolute Software Corporation is based in Vancouver, Canada and specializes in endpoint security and zero trust security. The company was named Winner of Two Global InfoSec Awards during the 2022 RSA Conference.

With the acquisition of NetMotion last July, Absolute Software can now deliver a complete IT view into the remote and hybrid worker. See press

In This Issue

What's New

Openings!

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

release [here](#).

We have a longtime relationship with Torsten George who leads the Absolute Software marketing efforts. Working with Torsten and Pramod Cherukumilli (runs Product Management) we have been retained to fill key marketing and product management roles for their respective teams.

In our "Current Openings" below you will find more information on the openings at these two exciting clients!

Check it out!

Jeff

Paying it Forward

Check out Rich Mironov's [article](#) with his views about another tech pullback and how it may affect individuals differently and how you can step up and pay it forward.

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.

"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

Current Openings!

Check out these great opportunities...

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 Director Product Marketing**
- #2 Sr. Product Marketing Manager - Secure Endpoints**
- #3 Sr. Product Marketing Manager - Secure Access**
- #4 Sr. Technical Product Marketing Manager - Secure Access**
- #5 Content Marketing Manager**
- #6 Director, Product Management**
- #7 Sr. Product Manager - Analytics**

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

- #1 PMM / Head of Marketing**
- #2 Sr. Product Manager**
- #3 Sales Engineer**

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**

◆◆◆◆ \$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! ieff@devotoaroup.com

Another great cartoon from Tom Fishburne ...



EVENTS

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

July 12-13

Gartner Tech Growth & Innovation Conference (virtual)

July 13

Silicon Valley Product Management Association Monthly Meeting

August 3

Silicon Valley Product Management Association Monthly Meeting

August 6-11

Black Hat USA, 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

...finding and presenting the correct people for key positions... 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

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
Director, Product Management - Absolute Software

MARKETING / SALES

VP, Product Marketing - Feedzai
VP, Sales - Titanium, Inc.
Senior Director, Product Marketing - Elastica/Blue Coat Systems
Director, Product Marketing - Netskope
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
Director, Product Marketing - tCell
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.





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Sukesh Garg, Advisor

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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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