



THE DEVOTO GROUP, INC.

Executive Search Built on Relationships

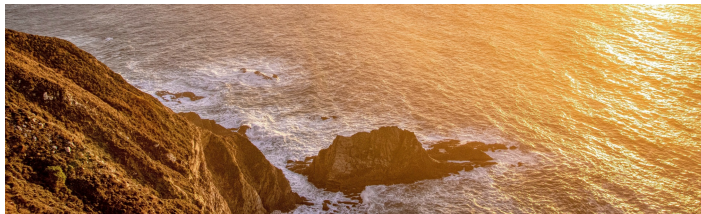
January / February 2023

Greetings from The Devoto Group!

In 2023 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, Titiam, Absolute Software and many others.

See "Key Successes"



WHAT'S NEW

Announcements, Articles, New Information

The Devoto Group is Pleased to Announce the creation our New Website.

Please view it [here](#), at www.devotogroup.com, to see our latest updates.

"Life's battles don't always go to the stronger or faster man.
But sooner or later the man who wins, is the man who thinks he can."

Bruce Lee

A Call For Vision and Action in the Tech Industry

The Devoto Group would like to pass along this information about the outlook for the tech industry from Woodside Capital Partners — a venture firm we have worked with previously. They believe that "corporate leaders will look past market anxiety and build their companies into new markets via acquisition." Here's [more](#).

Titiam

Titiam (<https://titiam.io>) is doing some exciting things in the security space around data encryption. Led by the CEO (Arti Raman), they are being recognized by analysts like the Gartner Group as one of their cool vendors for 2022.

"Titiam provides substantial reduction in risk from ransomware and other data related attacks." -- Gartner

We have enjoyed working with the Titiam team. Check them out!

Tech Layoffs

Will tech layoffs end the era of remote work? [Here's](#) what the experts predict for 2023.

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 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.



Current Openings!

Check out these great opportunities...

#1 Senior Customer Success Engineer

Our client provides no-code mobile security and fraud protection services to protect the mobile economy and the people who use mobile apps in their lives and work. The CEO invited us to work with the Service Delivery Group and we have already filled 3 other key roles for them. These hires have been very pleased with the company.

This Senior Technical Support Engineer will guide customers through the process of using our client's solution to secure their mobile apps and support them with answers to technical questions and help to resolve conditions and incidents.

Now would be a great time to join this fast-growing and exciting company.

#2 Enterprise Sales Engineer - Southwest

We need an experienced pre-sales engineer (SE) to assist and complement the sales team in the Southwest section of the United States.

You should have experience working with outside sales teams to sell complex IT Security solutions. These relationships are typically in IT/Security (CISO, CSO, CIO, etc.). You will partner with an experienced account manager in this role.

#3 Sales Engineer

Our client is the market leader in high-performance encryption-in-use that keeps valuable data secure even if the enterprise is breached and its data stolen.

This Sales Engineer will work directly with the VP of Sales and the CEO. If you have security, big data, and cloud experience and want to be part of this very special startup, we need to talk.

◆◆◆◆ \$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 Randy Glasbergen ...





EVENTS

Upcoming events

February 27-28

Gartner CIO Leadership Forum, Phoenix

March 1

Silicon Valley Product Management Association Monthly Meeting, via Zoom

March 6-7

JMP Securities Tech Conference, San Francisco

March 19-23

Adobe Summit, Las Vegas

March 20-21

Gartner CIO Leadership Forum, Las Vegas

March 20-22

Gartner Identity & Access Management Summit, Grapevine, TX

March 20-22

Gartner Data & Analytics Summit, Orlando



KEY SUCCESSES

Devoto Group Testimonials & Placements

Testimonials

"Things are good here. Both Sales Engineers are doing really really well. They fit in well with our culture, bring a ton of knowledge and experience and are very different from each other. Couldn't be more pleased with both of them."

Rick Jenssen, VP Global Field Operations, Plexier

"Please know that I have appreciated the work you've done on my behalf over the years. You have been a great asset and presented me with many great opportunities. You've also been extremely supportive and a nurturing advisor.

Thank you for all you've done for me. It has been a pleasure working with you."

John Ginsberg, Senior Systems Engineer

"The Devoto Group worked tirelessly to help find the right job match and to prepare me for interviews that resulted from their hard work. Their communication with me along the labyrinth of the hiring process allowed me to focus on crushing the interviews while they dealt with the background details. If you are looking for high-tech work, the Devoto Group should be your first call."

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 / SALES ENGINEERING

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
Sales Engineer - Plixer

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 on locating high-quality talent very quickly.

Our current focus is working with technology companies involved in the 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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