



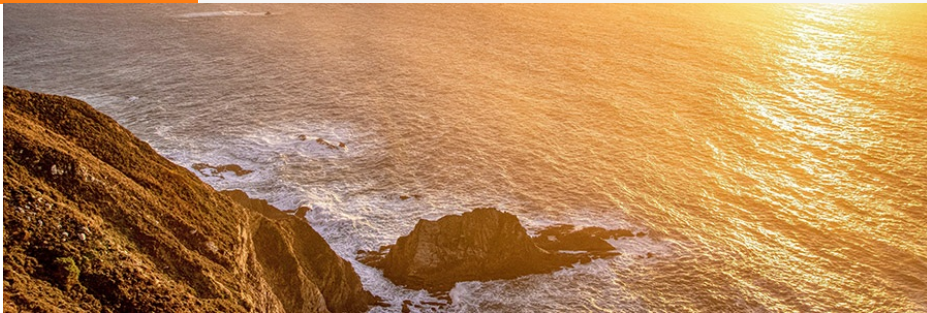
THE DEVOTO GROUP, INC.  
Executive Search Built on Relationships

March / April 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 roles in marketing, product management, and sales/sales engineering at all levels.

### WHAT'S NEW



## Announcements, Articles, New Information

The Devoto Group is Pleased to Announce the launch of our New Website. Please visit [devotogroup.com](https://devotogroup.com) to see our latest updates.

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**"We see and hear what we are open to noticing."**

- Jerome S. Bernstein, MAPC, NCPsyA

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### **New Client is Paving The Way in DER and Electric Renewable Energy!**

The Devoto Group is excited about working with a fast growing Silicon Valley company (trade alliance) that is setting international data communications and cyber security standards for renewable energy and electric vehicles. Check out SunSpec Alliance [here](#).

### **DER Security Corp.**

The founders of SunSpec have started this new company - DER Security Corp (DERSec).

Unlocking the value of Distributed Energy Resources (solar+storage, EVs, EV charging) is dependent upon the availability of secure, interoperable communications networks. Today, these networks don't exist, creating a gap in the market and a \$1B opportunity.

DER Security Corp fills the gap with component-level technology and a managed solution to enable secure interoperable communication at scale. Secure interoperable networks ensure grid reliability (e.g., voltage regulation, demand/generation management), security (e.g., firmware updates,

cyber/physical anomaly detection), and energy market participation. Working across the supply chain, DERSec provides security by design.

Members of the DERSec leadership team have developed dominant global standards in DER communications, provided key contributions to system architecture at GE Grid Solutions, and are proven startup leaders with multiple successful exits (IPO; M&A with Microsoft, F5, Cisco). The company has seven large paying customers, a plan for dominating the market, and is seeking its first outside funding to scale its operation. See their stealth mode website [here](#).

### **Venture Capital Views on Tech**

Woodside Capital Partners is a long-time VC acquaintance we have worked with for many years. See [here](#) their latest views on tech.

### **Resume Writing Tips**

Emily Wong offers some great ideas on resume writing in her latest newsletter. Check it out [here](#).

## **CAREER OPPORTUNITIES**



## **Current Openings**

### **#1 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.

### **#2 Account Executive**

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 Account Executive will work directly with the CEO/Management Team. Are you an A-player, consistently in the Top 5% of your sales team, and interested in making an extremely high annual W2 because that is something you have done previously? If you have security (tokenization is ideal), big data, and cloud experience and want to be part of this very special startup, we need to talk.

### **#3 Membership Director**

This client is a small but fast growing Silicon Valley company (trade alliance) that is setting international data communications and cyber security standards for renewable energy and electric vehicles.

They are looking for a Membership Director to help manage this trade alliance

and "electrify the planet"!

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**\$1,000 Referral Fee for finding the Winning Candidate for any of these above-mentioned openings!**

**Let us know if any of these openings interest you.  
[jeff@devotogroup.com](mailto:jeff@devotogroup.com)**

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**Another great cartoon from Randy Glasbergen ...**

Copyright 2009 by Randy Glasbergen.  
www.glasbergen.com



**"It's a pedometer. It shows when you've gone the extra mile to satisfy a customer!"**

## EVENTS



### Upcoming Events

**April 24-27**

RSA Conference, San Francisco

**May 3**

Silicon Valley Product Management Association Monthly Meeting, via Zoom

**May 16-17**

Gartner CSO & Sales Leader Conference, Las Vegas

**May 22-24**

Gartner Marketing Symposium/Xpo, Colorado

**May 22-24**

Gartner Application Innovation & Business Solutions, Las Vegas

## KEY SUCCESSES



### Testimonials

"Jeff and his team brought me a fantastic Director, Product Marketing who was working for one of our biggest competitors. I had worked with Jeff previously when I left Cisco Systems to join Blue Coat Systems and he placed me in a great Director-level Product Marketing role. Jeff is tenacious and focused in his work and I could not recommend him more highly as a candidate as well as a client."

— Greg Mayfield, Sr. Director, Product Marketing, Netskope

"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, Plixer

"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."

— Scott Emo, Director, Product Marketing

### 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 Us

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.

In 2023 The Devoto Our current focus is working with technology companies involved in the networking, security, cloud and mobility markets.



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