



THE DEVOTO GROUP, INC.

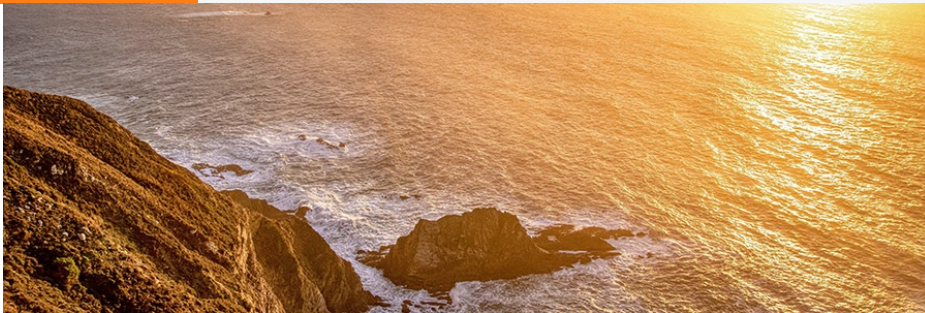
Executive Search Built on Relationships

May / June 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 to see our latest updates.

"Stay hungry, stay foolish."

- Steve Jobs, Founder of Apple

The Devoto Group Executive Lunches are back!

The Devoto Group's most recent Executive Lunch was at Il Fornaio in Palo Alto with key executives from several of our clients, including Titaniam, RedSeal, Netskope, JMP Securities, and Infoblox.

Since 2014 we have been hosting these get-togethers with special guests (Dan Scheinman, Rich Mironov, Malcolm Harkins, Shomit Ghose) in the tech industry at local restaurants like Il Fornaio and Ming's in Palo Alto. The Pandemic put these events on hold but now they are back!

The Shifting Landscape of Cybersecurity: Top Considerations for CISOs

Cybersecurity is ever evolving and AI, market forces, public oversight and IT-OT convergence are top of mind for CISOs. Check out [this](#) article by Sukesh Garg, RedSeal's VP of Product Management and a Devoto Group Advisor.

Thoughts for In-The-Job-Market Product Leaders

Rich Mironov's reflections and ideas for product leaders looking for their next opportunity can be found [here](#).

Tokenization and Titaniam.io

The Devoto Group has been working closely with [Titaniam.io](https://titaniam.io) over the past couple of years, helping them to fill key high-level sales and marketing roles. We are pleased to work closely with the executive team, including the CEO Arti Raman who is being recognized for quality work and leadership.

See -

<https://titaniam.io>

<https://www.linkedin.com/in/arti-arora-raman/>

<https://titaniam.io/titaniam-ceo-named-silicon-valley-business-journals-women-of-influence/>

SunSpec Alliance

Another Devoto client -- led by their CEO/Founder Tom Tansy -- is shaking up the energy industry. Their mission is to accelerate the growth of the Distributed Energy industry and expand the market for renewable power by specifying de facto standards – information models, data formats, communication protocols, system interfaces, best practices and other artifacts – that enable solar PV and energy storage Distributed Energy power plants to interoperate transparently with system components, software applications, financial systems, and the Smart Grid.

See -

<https://sunspec.org>

<https://www.linkedin.com/in/tom-tansy-a78113/>

CAREER OPPORTUNITIES



Current Openings

#1 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.

#2 Membership Director Recently Completed!

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"!

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

Let us know if any of these openings interest you.
jeff@devotogroup.com

Another great cartoon from Randy Glasbergen ...



"I'm not saying I believe in Global Warming, but have you noticed it's getting harder to make cold calls?"

EVENTS



Upcoming Events

July 12

Silicon Valley Product Management Association Monthly Meeting, via Zoom

August 9

Silicon Valley Product Management Association Monthly Meeting, via Zoom

August 5-10

Black Hat USA, Las Vegas

August 10-13

Def Con, Las Vegas

August 21-23

VMware Explore, Las Vegas

August 29-31

Google Cloud Next, San Francisco

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, 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."

— 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

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 – Plexier

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, our current focus is working with technology companies involved in the networking, security, cloud and mobility markets.



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Andrea Devoto, Founder



Olivia Devoto, Associate Recruiter



Sukesh Garg, Advisor



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