



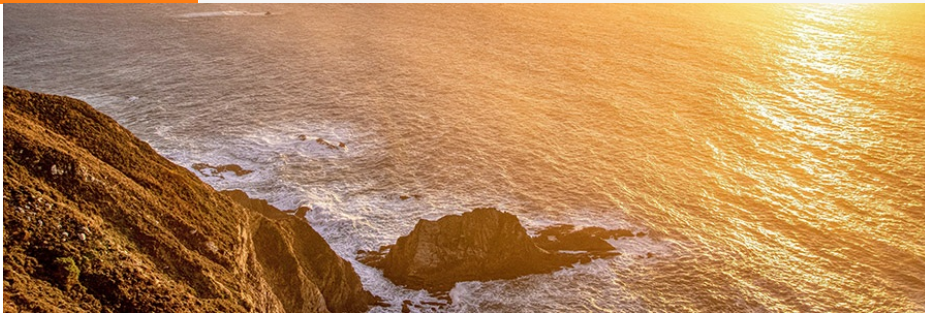
THE DEVOTO GROUP, INC.
Executive Search Built on Relationships

July / August 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.

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

- Jerome Bernstein (2014)

Feitian Technologies - Identity & Access Management

The Devoto Group's most recent client, Feitian Technologies US, located in the San Jose, is part of FEITIAN, headquartered in Beijing, China. FEITIAN has established itself as a global leader in identity authentication technology.

Feitian Technologies recently [announced](#) that it has formed a strategic partnership with Elyctis out of Pertuis, France. By leveraging the expertise of Elyctis, an esteemed provider of e-ID documents reading solutions, FEITIAN has integrated their cutting-edge e-ID readers into its latest authentication terminals, the V20 and V11. This collaboration represents a significant advancement in delivering state-of-the-art technology for identity verification and data collection.

Pan Kamal is a long-time Devoto candidate and client who brought The Devoto Group into Feitian. We have already attracted a Senior Marketing Communications Manager to work with Pan. We are also working to help Pan and Tibi Zhang (VP and GM of the United States operation) to find some key sales and sales engineering people. See postings later in the newsletter!

Here's some more information on our exciting new client.

<https://www.ftsafe.com/About/Overview>

What's New at Titanium.io

Data security platform Titanium announces the newest addition to their product suite, the Generative AI Governance Suite. Read the article [here](#).

The Latest from Sukesh

Sukesh Garg is one of The Devoto Group's key advisors and we value his input on the latest in network and cloud security.

We found Sukesh a key PM role at Netscout several years ago and have worked with him since then to fill key roles with his clients, including RedSeal, where he runs product management.

Check out Sukesh's most recent article on The Shifting Landscape of Cybersecurity [here](#) for his Top Considerations for CISOs.

CAREER OPPORTUNITIES



Current Openings

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.

Feitian, our client, located in the Silicon Valley, is a leading provider of Identity Management and Multi-Factor Authentication solutions. They are looking for the following 5 roles:

#1 Strategic Account Manager

In this role you will manage their key accounts portfolio - developing client relationships, management strategies, and providing ongoing client support, as well as identifying new business needs.

The ideal candidate has 7-9 years previous experience as a strategic or key account manager (Cybersecurity or Identity Management a plus), is customer-oriented, and able to generate business leads. The Strategic Account Manager will work directly with the VP and General Manager.

#2 Technical Partner Manager

In this role you will manage relationships with our key technology partners, engage with partners to plan and execute business development, manage & track the pipeline, and be the key technical point of contact with the industry alliances. You will work closely with the Marketing Partner Program team as well as the sales team.

The ideal candidate has 3-5 years relevant work experience, including a minimum of 2 years experience in technical partner management or software/tool development or product management, ability to understand bugs & other issues, and have experience working with APIs for IAM systems. The Technical Partner Manager will work directly with the VP and General Manager.

#3 Sales Executive – Fed Gov / SLED

The Sales Executive will be located in the Washington DC area and work directly with the VP and General Manager.

In this role you will join the direct sales team to expand the sales efforts within a group of Enterprise level, named Fed Gov / SLED accounts to help increase market share and revenue. You will be responsible for planning and directing all sales activities and will work with engineering, support and marketing teams.

The ideal candidate has 5-9 years prior government and education market experience as well as a keen understanding and key relationships within both the Federal Government and SLED, with demonstrated experience uncovering new opportunities in these verticals. This Sales Executive will work directly with the VP and General Manager.

#4 Sales Engineer

The Sales Engineer will work directly with the VP and General Manager.

In this role you will assist with selling the companies IAM and CAC products – prepare and develop technical presentations, discuss needs and system requirements with customers; collaborate with sales teams.

The ideal candidate has 2-5 years demonstrated Sales Engineering experience, in-depth knowledge of IAM and Access Control; expertise in selling technology solutions; the ability to share this knowledge to non-technical customers, and the ability to forge strong, long-lasting relationships with senior executives. The Sales Engineer will work directly with the VP

#5 Sr. Marketing Communications Specialist (Just Filled!)

The Sr. Marketing Communications Specialist will work directly with the Head of Marketing.

In this role you will help support growth objectives to promote the company as the preferred brand for cybersecurity solutions used by enterprises, mid-size organizations as well as OEM customers. You will work closely with a small marketing team to envision & execute marketing campaigns.

The ideal candidate is an energetic, tech-savvy marketing staffer with 2-5 years experience and the demonstrated ability to implement marketing promotions and support demand generation. Experience marketing to IT Security / Cybersecurity companies is a big plus. Current knowledge of social media, paid channels, editing software, as well as marketing automation programs (Zoho is a plus) required.

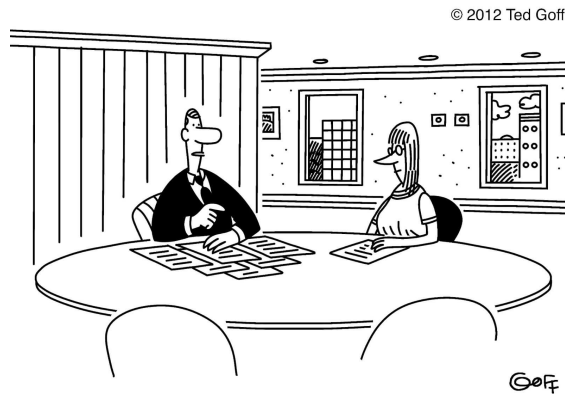
\$1,000 Referral Fee for finding the Winning Candidate for any of the above mentioned openings!

above-mentioned openings:

Let us know if any of these openings interest you.

jeff@devotogroup.com

A great cartoon from Ted Goff ...



“Every step of the sales process went perfectly except the part where the customer buys our product.”

EVENTS



Upcoming Events

August 29-31

Google Cloud Next, San Francisco

September 13

Silicon Valley Product Management Association Monthly Meeting, via Zoom

September 25-27

InfoSecWorld Conference, Florida

KEY SUCCESSES



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 Jossen, 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

"Working with Jeff at the Devoto Group was an exceptional experience. From the initial contact, to follow-up calls even after starting my new role, Jeff moved the candidate experience to a whole new level. His questions were well thought out and relevant to the role, and I felt that my 1st interview would be a positive experience. It was. His follow-up calls added a personal touch that is rare these days. After working with Jeff on the candidate side, if I find myself looking to source a great fit from the hiring side, Jeff is the 1st and only call I will make."

— Steve Ginsberg, Senior Systems Engineer

"I worked closely with Jeff and The Devoto Group team and was very pleased with the enterprise sales candidates presented to us. Jeff found us a stellar sales rep that has become one of our top producers. Jeff's partner Andrea works with our Inside Sales team and she has placed several strong inside sales reps for us."

— Gary Taggart, VP, Worldwide Sales, Centrifly

"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

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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