



THE DEVOTO GROUP, INC.

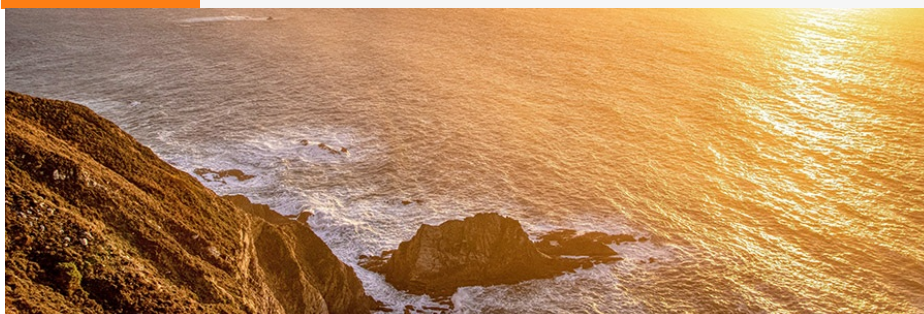
Executive Search Built on Relationships

September / October 2023

Greetings from The Devoto Group!

As we wrap up 2023 and move into 2024, The Devoto Group will continue to assist our clients in filling key roles in marketing, product management, and sales/sales engineering at all levels.

WHAT'S NEW



Announcements, Articles, New Information

Message from Jeff Devoto, Managing Director of The Devoto Group!

We have just completed some major searches and are looking for new clients. If you're looking to fill key marketing, product management or sales positions, we can help!

"Control your expenses better than your competition. This is where you can always find the competitive advantage."

- Sam Walton

Sukesh Garg Joins Nile Team!

Our trusted advisor, Sukesh Garg, has joined Nile as Head of Products.

San Jose-based Nile provides a network-as-a-service (NaaS) solution focusing on secure wired and wireless products. They offer an alternative in building corporate Wi-Fi, which has been dominated by players including Cisco, Juniper Networks and Hewlett Packard Enterprise's Aruba Wireless. Check out more [here](#).

Pankaj Patel, chief executive at Nile, said the young company can challenge the incumbents by offering ease of use at lower cost and advanced security features in its network. Nile's services-only offering could save clients 30% to 50% at each location, partly because it is a consumption-based model, so users don't have to pay upfront fees on equipment or spend on maintenance, Patel claims.

The Devoto Group looks forward to following Nile's and Sukesh's progress!

Titaniam.io is now Portal26

The Devoto Group believes Generative AI is an area of technology worth following. One of our recent clients – Titaniam.io (now Portal26) – focuses on this new and emerging technology.

Generative AI dramatically improves ease of use by understanding human language prompts to make model changes. Those AI models are more flexible in detecting, segmenting, tracking, searching and even reprogramming – and help outperform traditional convolutional neural network-based models. See more information [here](#).

We are looking for Portal 26 to emerge as a player in this market.

More Great Ideas from Emily in Words of Distinction Newsletter

Our business associate and personal friend, Emily Wong, publishes a monthly newsletter that always seems to have great ideas about getting your next job. Check out her latest Words of Distinction Newsletter for writing tips and interviewing ideas [here](#).

CAREER OPPORTUNITIES



Current Openings

Account Executive (On Hold)

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 (Just Filled!)

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 (On Hold)

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 (On Hold)

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 (On Hold)

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!

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

A great cartoon from Dilbert ...



EVENTS



Upcoming Events

November 6-9

Kubecon & CloudNativeCon, Chicago

November 8

Silicon Valley Product Management Association Monthly Meeting, via Zoom

November 27 - December 1

AWS Re:Invent, Las Vegas

December 6

Silicon Valley Product Management Association Monthly Meeting, via Zoom

KEY SUCCESSES





Testimonials

"I have worked with The Devoto Group for over a decade. Jeff helped me land my first VP role as VP, Product Management at Citrix Systems, where he also placed many product managers and product marketers. I heartily recommend The Devoto Group if you are looking for your next, great product management hire, or opportunity. In fact, I recently retained Jeff and his team to fill a key product management role at Sonatus. Also, they sponsor and host an excellent luncheon program — which I have attended many times and thoroughly enjoyed the discussions with the featured guest and other executives."

— Troy Trenchard, Chief Product Officer, AirMettle

"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

"The Devoto Group has been one of our primary sources for talent. They are adept at listening to our needs, providing guidance, and engaging candidates from outreach through post-employment. They consistently have been able to fill key product management, product marketing, and systems engineering roles at an expedited pace and with stellar hires. They have worked with us over the past 3 years and we value their services. I would recommend Jeff and his team to any high tech company looking to build out sales and marketing teams."

— Scott Gordon, Chief Marketing Officer, Pulse Secure

"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

"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, Centrifry

Placements – Key Marketing, Product Management & SE roles

PRODUCT MANAGEMENT

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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
Head of Sales - Feitian Technologies
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, our current focus is working with technology companies involved in the networking, security, cloud and mobility markets.



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Olivia Devoto, Associate Recruiter



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