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**THE DEVOTO GROUP, INC.**

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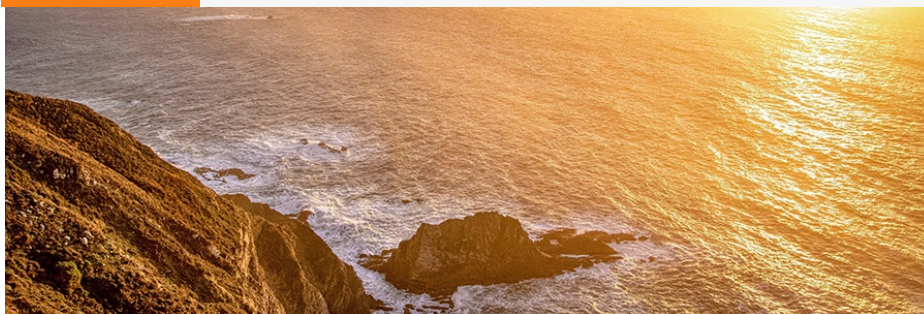
Executive Search Built on Relationships

January / February 2024

## Greetings from The Devoto Group!

As we 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. Our focus will remain with innovative, fast-growing clients in the AI, Security, Cloud and Networking sectors.

### 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!

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**"Good Marketing Makes the Company Look Smart.  
Great Marketing Makes the Customer Feel Smart."**

- Joe Chemov

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### The Devoto Group Executive Luncheons are Back!

We just completed our first Executive Lunch for the year (February 1st) with a small group (4 executives) having a round table discussion about key topics in technology. It is a great way to learn from your peers and share your ideas around the latest trends in high-tech. Also a good way to network if you are looking to make great connections and find your next opportunity!

Our next lunch is at Il Fornaio in Palo Alto on [March 8th!](#)

### AI is the Future of Enterprise Technology

AI is not just part of the tech conversation anymore; it's dominating it. This year's technology vision builds on its disruptive momentum and potential to help companies navigate and leverage the changes to come.

Prepare yourself with the critical insights and proactive strategies from the

leaders in Enterprise AI. Learn more from Neudesic and download the 2024 Tech Vision [here](#).

### **Tech Workers: What You Need to Know in 2024**

Why you should incorporate generative AI into your day job, how your role will change as the team tightening continues, and other things you need to know this year. Read Jennifer Riggins article [here](#) from TheNewStack.

### **Asset Discovery Made Simple Using Ordr**

Gaining visibility over an organization's many devices is one of the most fundamentally important yet challenging tasks facing IT and security teams today. Without an accurate and up-to-date asset inventory, managing cybersecurity risks can be complicated.

The Devoto Group is working with Ordr who has one of the premiere security solutions to gain visibility over an enterprise's many devices. This capability is fundamentally important for IT to manage and keep an up-to-date inventory to better manage the many risks. See Srini Loke's Blog and additional posts [here](#).

## CAREER OPPORTUNITIES



## Current Openings

### **#1 Director of Product Management**

Our new client is small and rapidly growing, offering a self-healing Zero Trust platform (a first), ensuring maximum security and productivity for their clients. They are embedded in more than a billion devices.

Experience with cybersecurity as well as a strong understanding of Attack Surface, Exposure Management, and Asset Management is ideal.

A great hiring manager plus cutting edge technology and a strong culture make this worth checking out.

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Coming soon ... we expect 3 Product Marketing roles at an exciting security company that offers the world's leading platform for cybersecurity posture automation. Our client uses AI and automation to reinvent how leading organizations reduce their cyber risk. With this product or solution, security teams can accurately inventory their cloud and on-prem assets, conduct vulnerability management and quantify their cyber risk in monetary terms.

Here are the opportunities!

### **#1 Product Marketing Manager**

### **#2 Senior Product Marketing Manager**

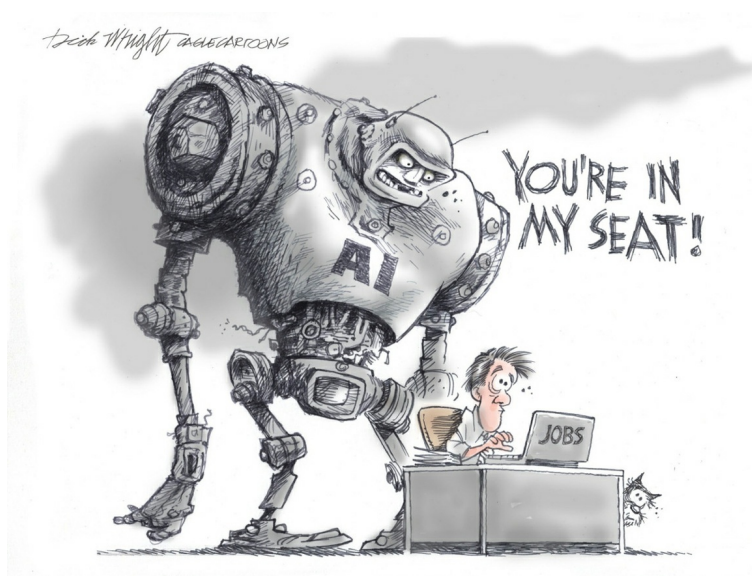
### **#3 Head of Growth Marketing**

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**\$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](mailto:jeff@devotogroup.com)

A great cartoon from Dick Wright ...



## EVENTS



### Upcoming Events

**February 26-27**

Gartner CIO Leadership Forum, Phoenix

**March 04-05**

JMP Tech Conference, San Francisco

**March 11-13**

Gartner Data & Analytics, Florida

**March 13**

Gartner Supply Chain Summit, Las Vegas

Silicon Valley Product Management Association Monthly Meeting, via Zoom

**March 18-19**

Gartner Digital Workplace Summit, Texas

**March 25-28**

Adobe Summit, Las Vegas

**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 Jossen, VP Global Field Operations, Plexier

"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, Centrifly

## 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

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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