



THE DEVOTO GROUP, INC.
Executive Search Built on Relationships

March / April 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!

A great cartoon from Cybersecurity Ventures ...



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!

Stay tuned for details on our next luncheon.

CAASM is Hot!!

Ordr Launches New Cyber Asset Attack Surface Management (CAASM+) Product Built on Top of OrdrAI Asset Intelligence Platform.

Ordr now addresses the entire asset management and security journey, from visibility and risk-based vulnerability management, to advanced threat detection and segmentation.

Read their March 19th press release with more details [here](#).

"Know What You Know"

- Carl Jung

Great Source of Breaking News on AI and More.

ScienceDaily is a wonderful source for the latest research news. Check it out [here](#).

Permission to Stay Focused

An essential role of CPOs and other product leaders that's never listed in the job description is giving organizational 'air cover' to product managers to postpone almost all new requests -- so that their teams can finish work already underway. Lately I'm calling this "permission to stay focused". See Rich Mironov's full article [here](#).

CAREER OPPORTUNITIES



Current Openings

#1 Director/Senior Director of Product Marketing

Our 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.

New searches are coming soon ...

\$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

EVENTS



Upcoming Events

May 6-9

RSA Conference, San Francisco

May 6-9

RedHat Summit, Denver

May 8

Silicon Valley Product Management Association Monthly Meeting, via Zoom

March 14-16

Gartner Application Innovation and Business Solutions, Las Vegas

KEY SUCCESSES



Testimonials

“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

“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

"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

"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

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 – 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.



Jeff Devoto, Managing Director
415.265.0534 | jeff@devotogroup.com



Andrea Devoto, Founder



Sukesh Garg, Advisor



The Devoto Group | 415.265.0534 | devotogroup.com

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The Devoto Group
274 Redwood Shores Parkway
Redwood City, CA 94065
US

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