



THE DEVOTO GROUP, INC.

Executive Search Built on Relationships

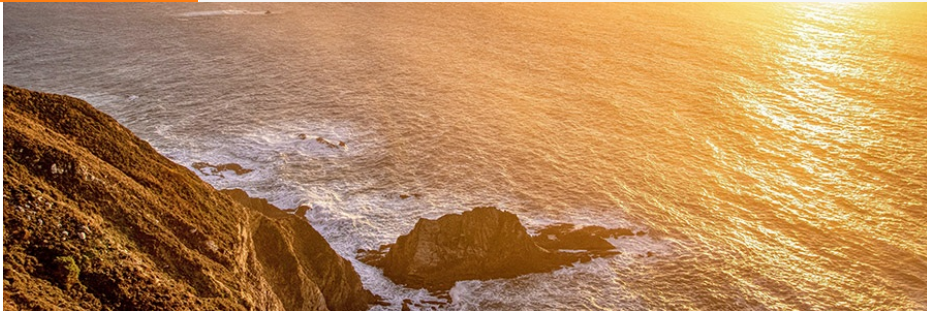
May / June 2024

Greetings from The Devoto Group!

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. AI is an area we will give special attention.

WHAT'S NEW



Announcements, Articles, New Information

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

Attention: Venture Capital and Private Equity Firms ...

Investments into AI, networking, security, and the cloud continue as we see many of our clients getting additional funding from the Venture firms or being acquired by private equity firms.

Our customers continue to hire at a brisk rate and need to fill key positions

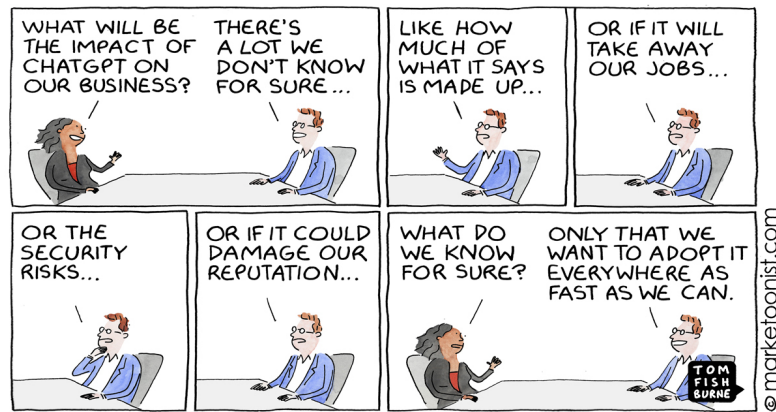
especially in the areas of marketing, product management and sales. A tough economy with VCs and private equities looking for talent is where The Devoto Group comes in.

With the intersection of security and AI technologies we have our pulse on the market and talent in these areas to offer. If you are a partner at a VC firm or a principal at a Private Equity company and need to hire for these key roles, we should talk!

We can help!

And, our trusted advisor, Sukesh Garg (see his bio below) has recommended [this article](#) on snowballing technical capabilities, **Carpe Exponentia**, by Matt Wood.

Another great cartoon from Tom Fishburne ...



The Devoto Group Executive Luncheons are Back!

Our Executive Luncheons this year are with small groups of 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 luncheon is on June 28th at Il Fornaio Restaurant in Palo Alto. Contact Jeff to learn more.

**"Don't wish it was easier, wish you were better.
Don't wish for less problems, wish for more skills.
Don't wish for less challenge, wish for more wisdom"**

- John Rohn

Artificial Intelligence...

Artificial Intelligence continues to be the focus in the tech industry. But what exactly is AI? Here are a couple of recent articles that may interest you.

And, understanding Generative AI might be a good place to start.

Generative Artificial Intelligence

Description: Generative artificial intelligence is artificial intelligence capable of generating text, images, videos, or other data using generative models, often in response to prompts. Generative AI models learn the patterns and structure of their input training data and then generate new data that has similar characteristics. [Wikipedia](#)

Reinvent the Enterprise with Generative AI

Read Accenture's article on why generative AI matters [here](#). Per Paul Daugherty, Chief Technology and Innovation Officer at Accenture, "Gen AI will lead to the reinvention of companies."

The 20 Hottest AI Cybersecurity Companies of 2024

See CRN's 2024 AI 100 -- the coolest AI cybersecurity companies in 2024 -- [here](#).

Moving Up to Product Director

Check out Rich Mironov's article on "moving up the product management organizational ladder" in his latest PM newsletter [here](#).

CAREER OPPORTUNITIES



Current Openings

CMO/Vice President/Sr. Vice President of 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.

This position will report directly to the CEO and is responsible for developing and implementing the company's global marketing strategy. As a key member of their leadership team, you will be key in helping to create and shape business decisions, company strategy, influencing the board as well as owning strategic outcomes.

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

The company's 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.

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EVENTS



Upcoming Events

July 10

Silicon Valley Product Management Association Monthly Meeting, via Zoom

August 7-8

Black Hat USA. Las Vegas

August 14

Silicon Valley Product Management Association Monthly Meeting, via Zoom

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

"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

"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 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.



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Andrea Devoto, Founder





Sukesh Garg, Advisor



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