



THE DEVOTO GROUP, INC.

Executive Search Built on Relationships

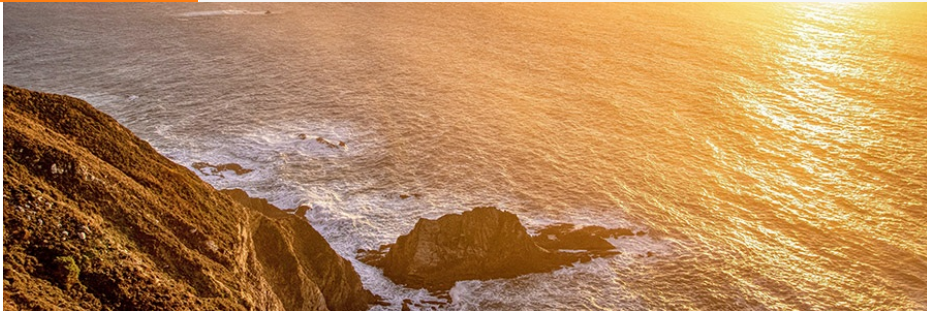
July / August 2024

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

The Devoto Group Executive Luncheons are Back!

Our latest Luncheon at Il Fornaio Restaurant in Palo Alto (Friday, August 18th) was comprised of a group of 4 of us. We talked about technology and our thoughts on the current market along with other interesting topics.

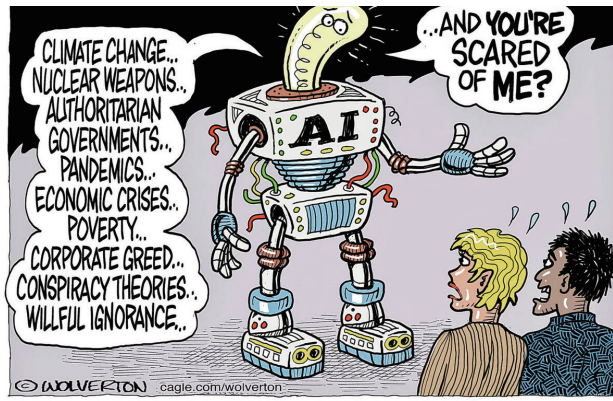
Sukesh Garg, Wassim Tawbi, Troy Trenchard and I discussed developments in AI but turned our attention to a YouTube video on Steven Jobs' view on

product development and what the customer wants in a product. [Here's](#) the video.

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!

Stay tuned for more information on our next luncheon.

A great cartoon from Monte Wolverton ...



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

Attention: Venture Capital, Private Equity Firms and Hiring Managers ...
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. With the intersection of security and AI technologies, we have our pulse on the market, and talent in these areas to offer. If you need to hire for these key roles, we should talk!

"My model for business is The Beatles. They were four guys who kept each other's kind of negative tendencies in check. They balanced each other, and the total was greater than the sum of the parts. That's how I see business: Great things in business are never done by one person, they're done by a team of people."

- Steve Jobs

AI Threat Landscape...

Great information in HiddenLayer's "AI Threat Landscape Report 2024" about understanding the evolving cybersecurity environment. Check it out [here](#).

Great newsletter from Rich Mironov!

We encourage our readers — especially those oriented toward inbound product management — to subscribe to Rich's newsletter. [Here's](#) a link to his posts and to subscribe.

Rich has been a featured guest at a Devoto Executive Lunch and provides timely and valuable information on what is going on in the product management world.

CAREER OPPORTUNITIES



Current Openings

Vice President of Product Management

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

As VP of Product Management you will spearhead their competitive positioning and field enablement strategy and execution; and will work directly with the CEO and CPO in this exciting and impactful role.

The client is looking for 10+ years of proven experience in a similar leadership role within the cybersecurity industry. Plus an outbound marketing personality - first class storyteller, in a technical sense, who can articulate product differentiation in a competitive way and be very compelling and convincing. Small/startup company experience desired!

We know you are out there!

\$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

August 26-29

VMware Explore, Las Vegas

September 11

Silicon Valley Product Management Association Monthly Meeting, via Zoom

September 9-12

Oracle CloudWorld 2024, Las Vegas

September 23-25

InfoSecWorld Conference, Florida

October 9

Silicon Valley Product Management Association Monthly Meeting, via Zoom

October 21-23

CSO50 2024, AZ

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

"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

"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

"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 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."

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 – Titaniam, 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.



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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