



THE DEVOTO GROUP, INC.
Executive Search Built on Relationships

January / February 2025

Are You Still Looking to Hire?

Read this!

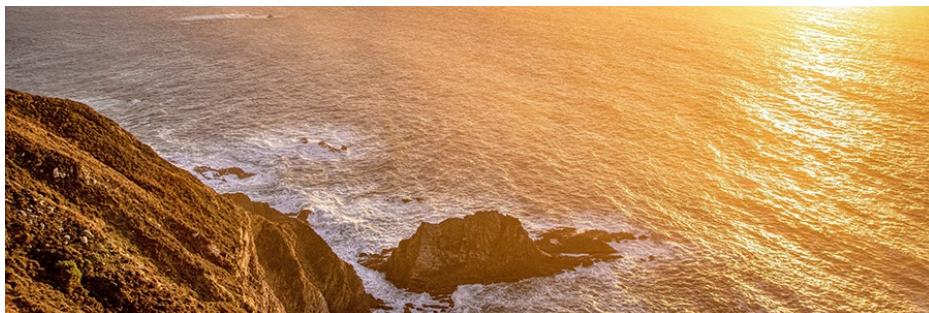
"While serving as CMO for a market leader in security monitoring and analytics, I partnered with The Devoto Group to strategically build a high-performing marketing and product management team. The Directors and Managers they helped me recruit were instrumental in driving exponential top-line growth and delivering outstanding business outcomes.

Over the past decade, I've continued to rely on Jeff and his team for critical hires due to their ability to consistently identify top-tier talent. The professionals they placed not only contributed to the immediate success of the organization but have also gone on to achieve significant career milestones — clear evidence of the quality and impact of their work.

I highly recommend The Devoto Group for their ability to deliver measurable results through exceptional talent acquisition."

Steven Shalita (CMO)

WHAT'S NEW



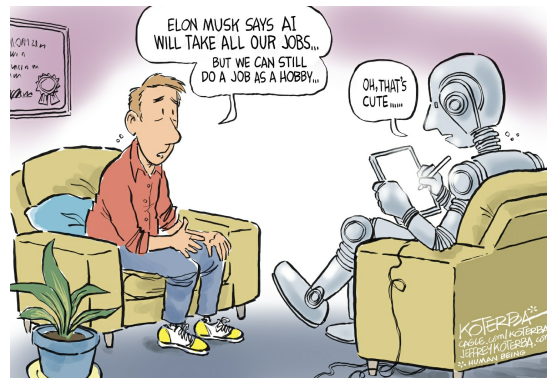
Announcements, Articles, New Information

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

If you are a private equity, start-up, or established tech company and

If you are a private equity, startup, or established tech company and understand the value of hiring key marketing and product management people for your growing business — we can help. The Devoto Group finds the best talent in helping our clients fill key roles in marketing, product management, and sales/sales engineering at all levels.

A great cartoon from Koterba ...



Product Bytes from Rich Mironov

Check out our favorite PM newsletter from Rich Mironov. His latest issue discussed an upcoming PM Summit in Lisbon, Portugal. Read more [here](#) and sign up as well to get any of Rich's content from previous newsletters over the past 20 years.

AI Tools - here are some good ones

Hey folks, there are a lot of AI tools out there for you to consider, but here are a couple that have been recommended to me that I have tried ... and like:

Perplexity Pro from [Perplexity.ai](https://perplexity.ai)

Claude is another excellent AI tool recommended to us. Claude is a next generation AI assistant built by Anthropic and trained to be safe, accurate, and secure to help you do your best work. [Claude.ai](https://claude.ai) See more [here](#).

"Formal education will make you a living;
Self-education will make you a fortune."

- Jim Rhone

The Rundown AI

This daily email gives you the latest in what is going on in the world of AI.

The AI transition from instant answers to complex reasoning just leveled up again, with OpenAI's new feature putting even the hardest benchmarks on notice. Read more about OpenAI's ChatGPT agenda for "deep research" [here](#).

CAREER OPPORTUNITIES





Current Openings

CTEM Experience?

If you are a Product Manager with CTEM (Continuous Threat Exposure Management) experience, we should talk about this specific role. Our client has a dire need to fill this role and has turned to us to find the ideal PM.

If you have any CTEM experience, let's discuss ASAP and we can send the detailed job description from our long-time Silicon Valley client.

Vice President of Product Management - On Hold

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

February 12

Silicon Valley Product Management Association Monthly Meeting, via Zoom

February 24-25

Gartner CIO Leadership Forum, Phoenix

February 25-27

F5 AppWorld 2025, Los Angeles

March 10-13

HumanX, Las Vegas

March 12

Silicon Valley Product Management Association Monthly Meeting, via Zoom

March 12-13

Gartner Digital Workplace Summit, Texas

March 18-20

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

"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

"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 Jossen, VP Global Field Operations, Plexier

"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 – 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 – 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.

Our current focus is working with technology companies involved in the artificial intelligence

Our current focus is working with technology companies involved in the artificial intelligence, networking, security, cloud and mobility markets.



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