



**Best wishes for the holidays and a wonderful 2026  
from everyone at The Devoto Group!**

*Jeff*      *Andrea*      *Sukesh*      *Susan*

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## NEW INFORMATION

### *SVPM and Our Partners*

We continue to work closely with partners like Rich Mironov and the Silicon Valley Product Management Association (SVPMA). To learn more about the SVPMA and register for their January event, click [here](#). Rich's Product Weekend has several upcoming events scheduled in Dubai, Chicago, and Zurich. Learn more about these and past events [here](#).

### *How AI can help with our Sales Searches*

The Devoto Group has an extensive database of high level sales executives along with many individual contributors at all levels to assist you in filling any essential sales position that facilitates the growth of your company. In addition, we use the latest AI tools to augment our methods to find just the right candidate.

AI can help a recruiter by automating time-consuming tasks (like sourcing, screening, and outreach), surfacing stronger-fit candidates faster, and using data to predict who is most likely to succeed and stay in the role. Used well, it lets recruiters spend more time actually presenting the opportunity to top talent instead of doing admin work.

Further AI assists us to scan job boards, social networks, and internal databases to find sales talent that matches your requirements, including passive candidates who are not actively applying.

These are just a few examples of how The Devoto Group finds only the best sales talent!

Another great cartoon from Randy Glasbergen.



## NEW OPENING

### *Account Executive*

Our long time client offers a Secure Access Service Edge (SASE) solution that enables smaller and medium-sized companies to gain complete control over their network traffic, security and privacy - from the core to the edge. A truly unique offering in cyber security which is already impacting the market.

We are looking to find them their first dedicated US Account Executive to join their growing team. The ideal candidate will have mid-market SASE experience, cybersecurity knowledge, strong startup DNA, and be an experienced full-spectrum sales person.

## ABOUT THE DEVOTO GROUP

### *Executive Search Built on Relationships*

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 networking, security, cloud, mobility, the AI markets.



**Jeff Devoto, Managing Director**



**Andrea Devoto, Founder**





**Sukesh Garg, Advisor**



**Susan Murry, Director Research & Administration**



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