

Jonah Kirkwood

**Senior Vice President, Agilent
Chief Commercial Officer,
Commercial Organization**

Jonah leads the Commercial Organization that comprises all of Agilent's customer-facing functions, including Sales, Customer Support, Commercial Marketing, Commercial Operations, Digital, Analytics and Strategy. The Commercial Organization represents \$6.85 billion in business.



His focus has been on developing teams and executing business plans that drive growth and accelerate market-share gains. He actively embodies our Agilent values and empowers others through his collaborative leadership style.

Most recently, Jonah led Agilent's Global Sales organization for Laboratory Solution Sales, our strategic customer programs, as well as the Greater China Sales organization. Before this, he also led our Commercial Marketing and Operations teams through an evolution to increase synergies and revenue accountability by merging two commercial-marketing groups under a single structure to deliver a customer-first approach.

Prior to that, Jonah managed the Laboratory Solutions Sales team for the Americas and led the team to exceed \$1.5 billion in annual sales. This involved establishing market leadership and accelerating growth in multiple end markets.

Jonah served as country general manager for Canada in 2014-2017 and has broad functional experience across sales, product and demand generation marketing and sales management at Agilent, after three years at Varian Inc. He first joined Agilent in 2010 after it acquired Varian, where he had been for three years.

Jonah holds a doctorate from McGill University's Department of Food Science & Agricultural Chemistry, as well as a Bachelor of Biochemistry from Concordia University.