

# Carl Myerholtz, Ph.D.

## Research Executive

A highly experienced scientific research management professional credited with establishing industry relationships to pioneer and commercialize innovative technologies, developing and leading diverse multi-disciplinary research teams, and cultivating international technology partnerships. Generator of substantial revenue growth in highly competitive measurement technology markets. Strong expertise in scientific instrument development including electronics design, firmware, and software. Highly accomplished in executing change management, effectively growing and scaling workforce teams in response to project and market conditions. Inventor of twenty-three issued US patents.

### AREAS OF EXPERTISE

- R&D Program Leadership
- High-Level Revenue Generation
- Strategic Planning/Analysis
- Commercial Product Development
- Change Leadership
- Strategic Competitive Analysis
- Team Leadership and Development
- Innovation and Design
- Technology Partnerships
- Internal/External Collaboration
- International Collaboration
- Intellectual Property Generation

### Key Skills Assessment

**RESEARCH PROGRAM LEADERSHIP** – Initiate high-tech research programs that generate millions of dollars and impact international businesses. Cultivate and direct diverse teams, mentoring and promoting highly capable staff to management positions, growing strong internal leadership.

**TECHNOLOGY DEVELOPMENT** – Committed to innovation, development, and commercialization of specialized technology, inventing and pioneering a wide range of highly sought-after and patented technologies, and managing vast intellectual property portfolios.

## PROFESSIONAL EXPERIENCE

### AGILENT TECHNOLOGIES, INC ▪ Santa Clara, CA

1999 to PRESENT

#### ASSOCIATE VICE PRESIDENT, MS EXTERNAL RESEARCH & EMERGING TECHNOLOGIES

2022 – PRESENT

- Managed external MS technology and research collaborations
- Established and led an external MS Scientific Advisory Board.
- Led MS IP management and competitive IP landscaping.
- Represented MSD to the external scientific community.
- Establish and lead MS technology research team.

#### ASSOCIATE VICE PRESIDENT, TIME OF FLIGHT AND ION SOURCE TECHNOLOGY

2015 – 2022

- Introduced a new LC-QTOF platform in 2019 leading to a 10% y-o-y growth of the LC-QTOF portfolio
- Delivered two new product platforms in 2017 on schedule and within budget driving double-digit revenue growth.
- Initiated a harmonization program driving a 2% GM improvement while reducing schedule risks and support complexity.
- Merged three separate teams into one integrated team responsible for \$80M in revenue generation.
- Revitalized the Engineering Services organization with new staffing, equipment, and capabilities including 3D printing.

#### DIRECTOR MOLECULAR DETECTION LABORATORY, AGILENT LABORATORIES

2006 – 2014

- Initiated and managed research programs contributing >\$125M in incremental revenue.
- Managed all aspects of diverse technology programs involving mass spectrometry, fluidic systems, NMR technology and Pathology Workflow Automation with a \$15M budget.
- Spearheaded team of forty-eight researchers and four managers, across two geographies, in programs including mass spectrometry technology, atomic and molecular spectroscopy, atomic force microscopy, and gas phase measurements.
- Led as Principle Investigator a four-year, \$11M DARPA grant program for Panoptic Analysis of Chemical Traces.
- Sponsored metabolomics program, increasing annual revenues to exceed \$10M with sustained growth.
- Innovated a Pathology Workflow Automation program, defining three opportunity vectors. Established a research collaboration to understand the potential of Molecular Ion Beam Imaging (MIBI) technology.
- Established new program in magnetic resonance technology, recruited leadership and a new team of five researchers.

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### PROFESSIONAL EXPERIENCE, CONTINUED

- Initiated several new research programs in optical spectroscopy, stimulating a staff expansion of five positions.
- Instituted programs and managed a staffing process that resulted in a 50% expansion of the laboratory within a year.
- Mentored several staff members and nurtured leadership skills, supporting their promotions to management positions.
- Restructured AFM research program and leadership resulting in a two-year reduction in time to transfer and a 100x performance improvement

#### DEPARTMENT MANAGER, AGILENT LABORATORIES

1999–2006

- Managed the Molecular Systems Department with programs in Mass Spec technology, Intact Protein Separations, Systems Biology, Microplasma and Out of Lab Measurements with a staff of 20. Annual budget \$6M-\$8M.
- Key developer of China-based research extension; recruited and established a new Agilent Labs research team of seven scientists in Shanghai.
- Served as Principle Investigator for \$1M HSARPA grant supporting the Autonomous Remote Facility Chemical Agent Monitor program.
- Managed major restructuring of the Molecular Systems Department, WFM, and site relocation, effectively retaining all staff members for a minimum of 12 months following the relocation.
- Led a multi-year collaborative research program with Harvard University to develop Nanopore based DNA sequencing technology.
- Leveraged University Relations grant program to engage external collaborators and served as liaison between Agilent Labs and Chemical Analysis Solutions Unit.

#### HEWLETT PACKARD, INC ▪ Palo Alto, CA

1983 to 1999

##### PROJECT MANAGER

1989-1999

- Directed mass spectrometry technology development team of eight engineers and scientists.
- Pioneered the development and adoption of Time-of-Flight (TOF) mass spectrometry technology within HP/Agilent, with annual sales of more than \$80M.
- Established a foundation for TOFMS technology within the company, including key development tools, 200MHz data acquisition system, TOFACQUIRE and TOFVOLTS.
- Initiated micro machining applications investigation for analytical instrumentation.
- Led two sensor investigations with a team of five researchers; one on fiber optic based sensors for fermentation monitoring, the second on antibody based sensors using STW devices.
- Hired key staff members for MEMS program.

### EDUCATION

#### MICHIGAN STATE UNIVERSITY ▪ East Lansing, Michigan

1979-1983

- Ph.D. Analytical Chemistry
- Master of Science, Analytical Chemistry

#### PURDUE UNIVERSITY ▪ West Lafayette, IN

1975-1979

- Bachelor of Science, Chemistry
- Engineering Management Program, Krannert School of Business

### AWARDS & DISTINCTIONS

- Inventor on Twenty-three Issued US Patents ▪ Four Active US Patent Applications
- Managed a Portfolio of 600+ US and Foreign Patents and Applications
- Chairman, Industrial Advisory Board Center for Process Analytical Chemistry, University of Washington  
IAB Steering Committee ▪ IAB Representative for Hewlett Packard
- IAB Representative for Agilent Wireless Integrated Microsystems and Sensing Center, University of Michigan