

Executive Biography



Jeff DiLullo

Chief Market Leader, Philips North America
Member of the Executive Committee, Royal Philips

Drawing on more than 30 years of leadership experience, Jeff is passionate about improving the quality of life for all people through health technology, innovation and sustainability. At the heart of his approach to leading high-impact teams at Philips is his belief that the opportunity to improve healthcare for patients and clinicians alike is a privilege.

Jeff joined Philips in 2019 as Head of North America Operations, leading revenue strategy, demand planning, sales operations, sales incentives, commercial contracts and analytics for the North America region. In 2021, Jeff's responsibilities expanded to include leadership of the North America services and solutions delivery teams that provide remote and onsite service to Philips customers, as Head of North America Services and Solutions Delivery and Operations. He was appointed to his current role as North America Chief Market Leader in 2023.

Jeff advanced the transformation of the Philips North America Services & Solutions Delivery organization, empowering its talented group of professionals while using technology to improve efficiency, customer, and patient experience.

Prior to joining Philips, Jeff held executive leadership roles in sales strategy, operations and planning at Hewlett-Packard, Avaya and Dell, after serving as an Infantry Officer in the United States Army.

Jeff was born in United States of America in 1969. He is a graduate of the United States Military Academy at West Point, with a bachelor's degree in history. He also holds an MBA in marketing, logistics and supply chain from the Haslam College of Business at the University of Tennessee. Jeff is married with three children. He lives in Nashville, Tennessee, USA.

Quote: *"I can't think of a more meaningful mission than improving people's lives by what we do here at Philips – we **get** to do this!"*

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