

Kevin L. Menzel

PROFESSIONAL EXPERIENCE

Mr. Menzel co-founded Focus Consumer Healthcare in 2014, bringing nearly 20 years of pharmaceutical and consumer health care experience. As CEO he led the creation of Focus Consumer Healthcare from concept to legal structure to funding to team building. Through acquisitions and organic growth Focus went from no sales to 10 brands generating in excess of \$30mm. In 2023 he led the successful divest of Focus Consumer Healthcare to Kobayashi Healthcare International with US Headquarters in Dalton, GA. Kevin currently serves as a member of the executive team of Kobayashi and President of Focus Consumer Healthcare.



Prior to Focus, he held various positions of increasing responsibility within sales, marketing, analytics, market research and sales leadership at Sanofi Inc. With the acquisition of Chattem by Sanofi in 2010, Kevin transferred to Chattem where he managed the prescription to OTC switch projects for Allegra and Nasacort as well as the launch of other products. In addition to managing key projects, he served as Director of New Business Development and was involved in acquisition and divestiture activity for Chattem. He was also Head of International Business for Chattem, responsible for all Chattem products outside of the US. Mr. Menzel holds a Bachelor of Arts degree in Pre-Med Biology and Science Teaching Certification from the University of Texas.

Focus Consumer Healthcare, LLC (a wholly owned subsidiary of Kobayashi Healthcare)
Chattanooga, TN / Dalton, GA

President

2023 – Present

Focus Consumer Healthcare, LLC
Chattanooga, TN

CEO and Co-Founder

2014-Present

CHATTEM, INC.
Chattanooga, TN

Director Business Development and International Business

2012- 2014

CHATTEM / SANOFI-AVENTIS, INC.
Chattanooga, TN

Director, Project Management and Planning

2010-2011

SANOFI-AVENTIS, INC.
Dallas, Texas

Director, Business Analytics and Effectiveness

2008-2010

SANOFI-AVENTIS, INC.
Dallas, Texas

Senior Manager, Area Sales Force Effectiveness

2006-2008

SANOFI-SYNTHELABO, INC.
Texas

Manager, District Sales

2001 - 2006

SANOFI-SYNTHELABO, INC.
Texas, Oklahoma
Medical Center Territory Manager
2000-2001

SANOFI INC.
Austin, Texas
Sales Professional
1999-2000

ROUND ROCK ISD.
Round Rock, Texas
Teacher
1997-1999

THORNDALE ISD.
Thorndale, Texas
Teacher; Debate Coach; Football, Baseball, Basketball Coach
1995-1997

EDUCATION

University of Texas at Austin
Bachelor of Arts Biology Pre-Med
Composite Science Teaching Certification

Austin, Texas
1995
1995

BUSINESS MEMBERSHIPS: CHPA Board of Directors

COMMUNITY INVOLVEMENT: President Signal Mountain Sports Boosters