

**Joe Balzer,
Head of U.S. Commercial, Biosurgery**



Joe Balzer brings more than 25 years of experience and expertise in strategic business planning, product launches and integration/change management the Sanofi Biosurgery team. As Head of U.S. Commercial efforts, Joe leads the team to achieve its vision of transforming disease management through innovative medical interventions. He oversees sales and marketing strategies for the Biosurgery team and business planning for the musculoskeletal and surgery businesses.

Joe was previously vice president and head of U.S. Sales, leading teams consisting of more than 3,000 representatives and sales of \$10.4 billion for Sanofi's Diabetes and Cardiovascular businesses.

Joe's history with the company dates back to 1987 where he began as a sales representative with Rhone-Poulenc Pharmaceuticals and advanced through positions of increasing responsibility. Following the company's merger to form Aventis in 1999, he became vice president of Critical Care Sales and head of Commercial Operations for Puerto Rico.

In 2002, he became vice president of Global Marketing and Medical, Thrombosis, responsible for the development and execution of the global strategic marketing and medical brand plan for Lovenox/Clexane. Following Aventis' merger with Sanofi in 2004, he became vice president of the U.S. Dermatology business.