

Japan Multiple Sclerosis



Competitive Analysis of Select Multiple Sclerosis Organizations in Japan

Published: December 2017

New treatments have made the Multiple Sclerosis (MS) market extremely competitive. Each of the target companies is striving to successfully manage multi-disciplinary commercial teams to gain market share. PharmaForce International provides in-depth data to help clients understand the evolving commercial approaches of pharma and biotech companies competing in the MS space.

Details for each company in the report include:

- Strategic overview of the MS franchise
- Distribution of key personnel by function
 - Sales Representatives
 - Field Sales Managers
 - Product Management
 - Medical Liaison Personnel
 - Senior Management
- Organizational structure/reporting relationships
- Product portfolio and FTE analysis by brand and target audience
- Detailing Intensity Analysis
- Compensation for MS Sales Representatives

PharmaForce International Inc.

Insightful Intelligence with a Global Reach
2645 Perkiomen Avenue • Reading, PA 19606
(610) 370-5640 • Fax (610) 370-5641
www.pharmaforce.biz