

# Japan Multiple Sclerosis



## Competitive Analysis of Select Multiple Sclerosis Organizations in Japan

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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

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