

# United States

## Current Respiratory Therapeutic Area Abstract: Summary of Leading Respiratory Sales Organizations Deployment Strategies

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The Respiratory Therapeutic space has been changing over the past several years. In our latest product offering from our Global Deployment Analyzer, we have provided an overview of field force structure and deployment of several leading Respiratory Sales Organizations in the United States. This abstract will provide the competitive knowledge for your Respiratory teams to analyze the deployment strategies of select companies.

Research objectives for each company in the abstract include

- Current Product Portfolio and Indications
- Sales Force Size
- Compensation
- Basic Sales Force Organizational Structure
- Call Reach and Frequency
- Analysis of Specialty versus Primary Care Targets
- Full Time Equivalent (FTE) Analysis by Product

\* Similar abstracts will be available for other therapeutic categories such as Diabetes and Cardiovascular

**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](http://www.pharmaforce.biz)