

Confidence for Aspiring MSLs

From Imposter Syndrome to Interview-Ready

If you've ever read a job description and thought, "I'm not sure I check every box," you're not alone. Most aspiring MSLs (even those with advanced degrees, clinical experience, or years in research) wrestle with doubt. The transition to industry is exciting, but it's also unfamiliar.

The good news? Feeling nervous doesn't mean you're not ready. It means you care. This guide is designed to help you move from doubt to confidence, and from nerves to know-how.

Start with the Right Mindset

You don't need to know everything to succeed in this role. What you do need is a willingness to learn, the ability to explain scientific information clearly, and a presence that builds trust. Confidence isn't something you either have or don't - it's something you build, brick by brick, through preparation and practice.

Read, Digest, Then Decompress

When you're given background material (product overviews, clinical data, leadership bios), don't rush through it. Make the most of it:

Read everything carefully. Don't skim. Absorb it like a study you're preparing to present.

- Highlight what stands out, and mark areas you want to revisit or clarify
- Take notes in your own words - this helps the science stick and prepares you to speak with confidence
- Say it out loud - teaching it back to yourself is a powerful prep tool

Understanding builds confidence, and being able to explain the material comfortably is what MSL interviews are all about.

Practice Presentation Skills

If your interview includes a presentation, practice it like it's game day. Rehearse in front of a mirror, record yourself, or practice with someone who will give honest feedback. Be sure you're not just reading slides - explain the science conversationally, anticipate questions, and adjust your delivery as needed.

If your presentation will be delivered in person, plan to stand while presenting, even if the interview room setup feels casual. Standing (and moving naturally, within reason) helps convey energy and presence, and keeps your audience more engaged.

Quiet the Imposter Voice

Imposter syndrome is common, but it doesn't have to define your process. Try these reframes:

- If you've been invited to interview, you're already qualified to be there
- You're not expected to know everything - but curiosity, coachability, and clear communication go a long way
- Nerves are energy, so redirect them into preparation, not panic
- Everyone starts somewhere - even seasoned MSLs once had a 'first' interview

Final Words of Encouragement

You don't need to be perfect. You just need to be prepared and present. Let your preparation show. Let your professionalism show. And just as importantly, let your personality show.

That's what builds trust. That's what creates connection. And that's what hiring managers remember.