

Breaking into Medical Affairs

Understanding the US Job Market

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Founder - Your MSL Coach

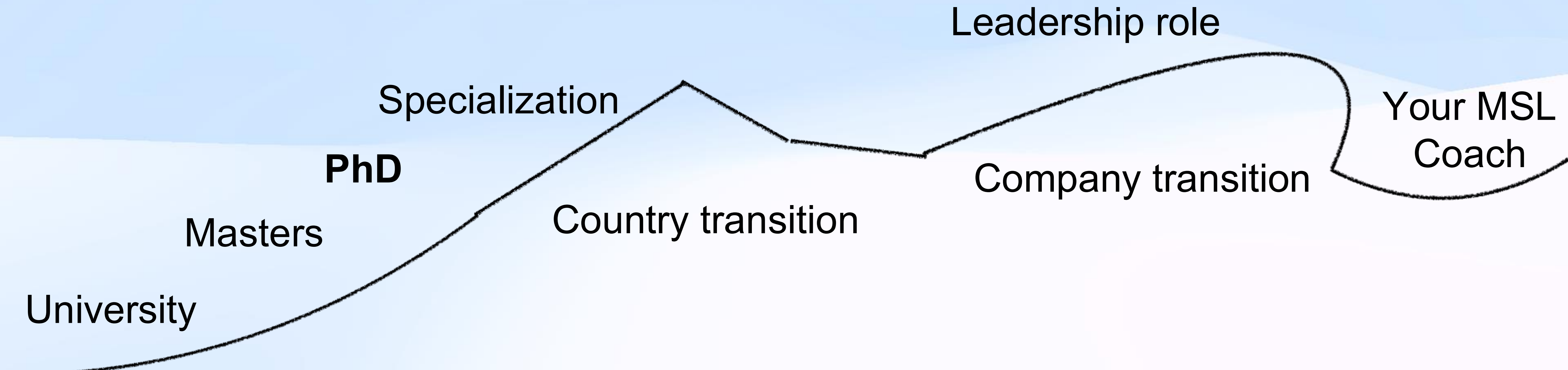
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**MEDICAL AFFAIRS
TRANSITION & EXCELLENCE**

Personal vs Professional Paths

- Not all steps of your personal or professional lives are going to make sense. Follow your heart, keep working hard and surround yourself with trusting people!



Pharma Company Organization

Compliance/Supporting

Commercial

Financial
Training
HR
Others

Medical Affairs

MKT

Sales

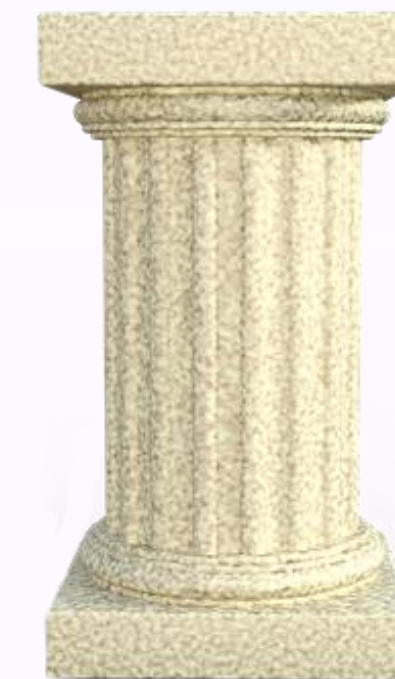
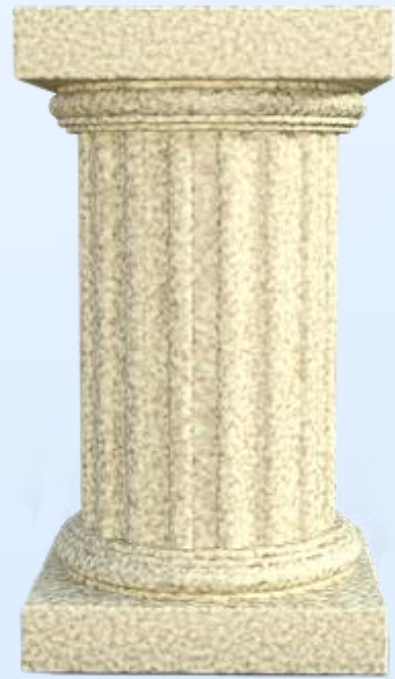
Access

Others

R&D

Field

HO



Possible Medical Roles

- (\$) Researcher/Research Assistant/Scientist/Clinical Coordinator/Associate (NA)
- (\$\$) Medical Writer/Medical Strategist – *not always inside the industry* (R)
- (\$\$\$) **Medical Science Liaison/Field Medical Affairs** (F)
- (\$\$) Medical Affairs Fellow/Partner (not intern) (F) (H/O)
- (\$\$\$\$) Medical Advisor/Medical Manager (H/O)
- (\$\$) Medical Education Agent/Manager (F) (H/O)
- (\$\$) Medical Information coordinator/assistant/manager (R)

Medical Science Liaison

Most common/Well-known role

- Very standardized worldwide and across multiple Companies
- Focuses is on interacting with HCPs/KOLs & internal colleagues, not patients
- Skills such as: agile, versatile, communicative, creative, strategic are valued
- Trips are expected (50-80%) for territory coverage, conferences and others

Non-traditional Roles

- (\$\$) Marketing: Brand Manager/Associate
- (\$\$-\$) Commercial: Sales representative
- (\$\$) Training: Scientific training specialist
- (\$\$-\$) Patient support program: Nurse or care-coach
- (\$\$) Market access: HEOR specialist (pharmacoeconomics)
- (\$\$) Pharmacovigilance and Regulatory: Analyst/Coordinator

Medical Science Liaison

1

- Meet with Health Care professionals to discuss scientific data related to a medication or TA
- Develop patient-centric projects related to the TA, Adverse events of other aspects of a drug

2

- Collaborate with internal colleagues (cross-functional) to align on medical strategy
- Support the development of medical and commercial materials, while keeping scientific accuracy

3

- Gather timely and relevant insights by asking the right questions and bring information back to the Pharma Company
- Keep up to date with the scientific data to have KOL peer-to-peer relationships

Medical Science Liaison

Fictitious Scenario

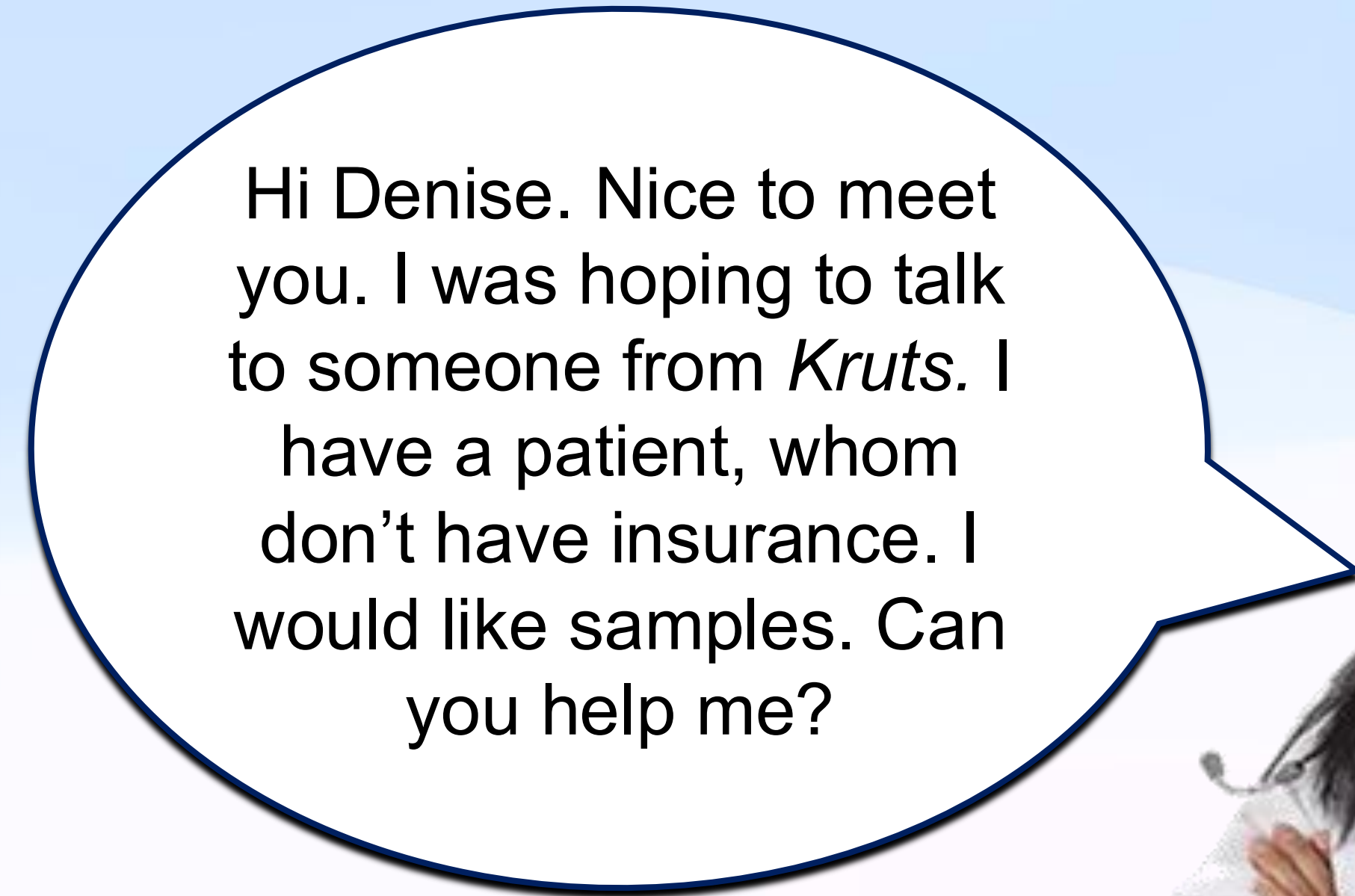
- ***Kruts Pharma*** is a small company that has focused on new mechanisms of action to treat Oncology patients (breast cancer)
- ***Kavikavir*** is their newest drug just approved by FDA a 3 months ago
- MSLS are essential for *pre* and *peri* launch activities. They bring valuable information about the medication, thus doctors feel safe and confident when offering that therapeutic option to their patients.

Medical Science Liaison

Fictitious Scenario



Hi Dr Tayade. Thank you for seeing me today. I'm Denise, your new *Kruts Pharma* MSL. We focus on Oncology innovative medications to treat Breast cancer.



Hi Denise. Nice to meet you. I was hoping to talk to someone from *Kruts*. I have a patient, whom don't have insurance. I would like samples. Can you help me?

Medical Science Liaison

Fictitious Scenario



As a Medical Science Liaison, I'm responsible for discussing scientific information to support your clinical practice. I can forward the sample request to your local Rep. Is that Ok?

Thank you! That would be great. Since I have you here, this patient has moderate-severe renal impairment. Would they need to adjust their *Kaviskavir's* dose?



Medical Science Liaison

Fictitious Scenario



Yes, dose needs to be cut in half. Certainly! Is there any other allied health care professionals you work with that perhaps you want to invite for the presentation as well?

Yes, please. Could you send to my email all the relevant data supporting this info? Also, please book a meeting with secretary to review the Adverse event profile from *Kaviskavir*.



Medical Science Liaison

Fictitious Scenario



Great! Just confirming my to do list: 1- I will forward your sample request to commercial, 2- send you the dose adjustment information and 3- book a safety presentation with your secretary and invite your team to it. Is that all?

Yes! I believe my Team will appreciate the ppt and I like to keep them informed about the new launches. They are so important to my practice. I'm looking forward to connecting soon! Have a nice day.



Insights?

Oncologist is not aware that dose adjustment is required for renal impaired patients, taking *Kaviskavir*.

Key Opinion Leader highlights the importance to work with a diverse team of health care professionals including nurses and pharmacists



Expected Skills to be Successful in MA

- Scientific and Clinical Acumen
- Excellent Communication Skills
- Regulatory & Compliance Awareness
- Strategic Thinking
- Data Analysis and Interpretation
- Stakeholder (KOL) Engagement
- Project Management
- Adaptability and Agility
- Digital and Omnichannel Fluency
- Ethical Judgment and Integrity
- Proactivity/Autonomous
- Creativity when facing problems
- Life-long Learner
- Collaborative Nature

Things to Think About

- Speed of hiring
- Payment and career progression
- Type of assignments
- Personal Lifestyle
- Industry evolution
- Immigration status

Your MSL Coach

- Mentorship and training platform focused on tailored 1:1 to support MDs, PharmDs and PhDs to plan and execute their Pharma transition
- Includes: Resume & CL review, mock interviews, LinkedIn strategy and others
- Support Companies to train and develop their MSL/ Field Medical Teams
- Digital Solutions to Medical Affairs teams focusing on Omnichannel approach

Training platform with a comprehensive curriculum to support aspiring MSLs, current Medical Affairs professionals and cross-functional Team members



Main Personal Learnings

- Referrals (official and non-official) make a huge difference
- Academic CV is different than Industry Resume
- No blank spaces, no going around the topic and always being 2 steps ahead
- When in role - look for extra assignments but remain realistic
- Not all developments are clear and are up the latter
- Understanding market trends and having a business mindset is crucial

Main Learnings from Mentees

- Candidates and hiring managers are speaking distinct languages
- They are mostly using their LinkedIn wrongly or inefficiently
- Being generic instead of personable is not a good strategy
- You don't know what you don't know (example: SPAR)
- Frustration, competition, setbacks are part of the journey
- Getting the job his not the end of your journey, it's the beginning

Final Tips

- Understand what to expect from the medical affairs hiring process
- Increase points of contact with your network for all applications
- Your LinkedIn is your professional branding, take advantage of it
- Try to get to the next step instead of trying to get the job per say
- Know how to have “the salary expectation” conversation well
- Courtesy and politeness go a long way (thank you emails)

Thank you!



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