

Law school personal statement example

There I was, sitting across from a group of frustrated doctors who were tired and clearly not in the right frame of mind to hear what I had to say.

As a representative at a major pharmaceuticals company, I found myself in the position of facing this very sceptical audience and deliver the necessary facts that would convince them to consider the new drug that my company believed would help their patients. They were not happy to be there and made it clear that they did not have more than a few minutes of time for me.

By now, I was used to it as this was the same frosty reception that I had received time and time again as I delivered these presentations. However, I highly enjoyed having to turn these negatives into positives so much so that it became a personal challenge for me to see just how fast I could do it with the research and results I had to show them.

It taught me a lot about how to handle objections, ask probing questions, assess answers and think fast on my feet. As a result, I was named Rep of the Year two years in a row, something that had never been accomplished by a newcomer to the company.

I was attracted to the job not so much for these kinds of awards but for the simple fact that it seemed to be intellectually challenging and that I could apply my extensive science and business background to a different industry. Although that was initially a very stimulating aspect of the job, I soon learned that it was repetitive and did not necessarily maintain that same level of intellectual stimulation.

This led me to ponder just where my next place would be in my career where I could apply such experience. That is when it hit me that a law degree would be a logical next step, considering my scientific background, business acumen, and ability to handle objections and argue my side in a rational manner.