Professionals in this role serve as the in-house scientific and clinical experts for both internal and external stakeholders within the Medical Affairs department. MSLs establish and maintain relationships with leading physicians, researchers, and clinicians, referred to as key opinion leaders (KOLs) at academic institutions, hospitals, pharma companies, and others. They concentrate on a specific therapeutic area or disease state (e.g., oncology, cardiology, gastroenterology, infectious diseases, .(rheumatology