

## Ep #9: Self-Doubt to Success: An Interview with Carine



### Full Episode Transcript

With Your Host

**Natalie Fisher**

[Get a Better Job in 30 Days](#) with Natalie Fisher

## **Ep #9: Self-Doubt to Success: An Interview with Carine**

Welcome to the *Get a Better Job in 30 Days* podcast. I'm your host Natalie Fisher. I'm a certified career mindset coach who also happens to love dogs, lattes, and most importantly skipping the small talk and getting right to the conversations that matter. On this podcast, I will coach you on how to use your brain to build a wildly successful career and make a real impact in your industry. If you want to do more than just work for a living, you've got to start by making the right decisions now. Are you ready? Let's go.

Hey everyone. So, welcome to this episode. This is one of the first episodes in which I'm going to be speaking directly to one of my dearest clients. She has gone through this process from point A to point B and she has successfully landed her ideal role in her deal company at her ideal pay. She is a data scientist and she's from Paris, France. So my mission is to help as many of you do this as possible. And one way in which I'm going to do that is inspire you through other people's stories.

So there will be many more success interviews coming, but today I'm talking to Carine, one of my favorites. And I'm going to warn you, I'm going to say that everyone is my favorite. But Carine is unique in her story in that she has faced many of the same challenges and also a few different unique challenges. But the point is each of you are going to face challenges along the way.

And when it comes to being successful the successful people who make it through to the other side are going to face their challenges head on. They're not going to shy away from them, or let them discourage, or kind of spin out in disappointment and confusion. You're going to face them head on if you're going to be successful.

And this is what Carine did and we talk all about that on the interview. So she came to me with very low self-confidence, very low awareness of her

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own capability and potential for impact, even though she had a PhD and had enough experience behind her to definitely get what she wanted. It's not something that she could see yet. So I know she's working on a hugely impactful project now where she's going to change the world. And she is going to actually be able to use her education and her technical skills and do what she actually set out to do.

But in the beginning that was difficult for her to kind of see that she was capable of that herself. So she's going to talk to us about how she got to this point and what the journey was like and what kind of her thought process is and her steps along the way. And I'm so proud of her and I wanted to invite her on the show because I know that her story's going to inspire you.

So if you're struggling right now, if you feel like you have the ability, you know you have the ability to do something beyond where you're at now but you haven't seemed to be able to break through that wall of self-doubt telling you that you can't. Then this is going to be a game changer for you. I'd like to thank Carine for giving us her time and coming on the show. And I hope that this will inspire you as much as it inspired me. Alright, here's the conversation.

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**Natalie:** Hello, and welcome everyone, I'm here with one of my successful clients, Carine, and she has achieved what she set out to do when we first started working together. So she came to me with an impressive educational background. And so she has a PhD in computer science. And she's recently been hired as a data scientist for a startup in France. And she's now going to be working on a really cool project. And so she's been in this role for a couple of months now.

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So she's going to be able to talk to us about how she got there and her journey and what really changed in her way of thinking along the way. And she's going to talk to us a bit about the experience and how she was able to achieve it. And without further ado, Carine, welcome, how are you doing?

**Carine:** I'm fine, thank you, and you?

**Natalie:** Awesome, yeah, I'm really excited to have you here with us. I think you're going to have a lot of things to share with our listeners. So why don't you tell me a little bit about why you came to me and when you first came to me what your main struggles were? I know you mentioned something about you – it was definitely about your confidence and something that a lot of people do when they come to me is they kind of discount their own experience. Can you talk to me a little bit about how you were doing that?

**Carine:** Yeah, okay. So I came to you because I felt like I wouldn't be able to face interviews for a data science position because I was in a kind of a conversant process. And I wanted to do better than my previous interviews. And I felt like I hadn't the right attitude at interviews. And I wanted to show my best, that's it, so.

**Natalie:** Yeah. And you had a lot to show. You had a lot of really great accomplishments to show, it was just that you had trouble actually showing up and talking about them, right?

**Carine:** Yeah.

**Natalie:** Yeah. So why don't you tell me a bit about your experience before and how you were showing up in interviews and why you think that was happening.

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**Carine:** Yeah. So I had a PhD in computer science but after my thesis defense I worked for a company that was doing nothing, that has nothing to do with my background. I mean I was like doing customer support.

I helped users to fix their technical issues and that had nothing to do with data science or artificial intelligence. And when I was at interviews it was like I had issues to explain why I did that. And I wasn't confident about why I wanted to be a data scientist. And people told me that, okay, I have great background but because of my attitude it would be kind of difficult for me to do the job.

**Natalie:** Yeah. I remember we coached a lot on what people would say. So people would kind of look at your background and be like, "Yeah, you've got a great background but why are you doing this other kind of work when you have this other education?" Like why are you doing that kind of thing? Yeah. And so we discovered that, well, the reason was because you didn't feel confident.

**Carine:** Confident, I didn't know, yeah, how to show my real value.

**Natalie:** And you didn't fully believe that you were capable yet and then...

**Carine:** Yeah, because I felt like I had a lot to learn. I wasn't good enough.

**Natalie:** Yeah. You always felt like you had a lot to learn, that's why you have so much education. Yeah. No, that's a really good point because a lot of people in your situation who are really good students believe that that is the answer, I have to go learn more, I have to go get another certification. I have to go back and get another degree. And really the work that we did together and the thing that you stepped into so well was, okay, maybe I can

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go get all that education but I'm still going to need to learn how to interview even if I go back and get more.

So yeah, and we'll talk a little bit more about that because you were an excellent client in the fact that you embraced all that coaching, and took all the things that might be uncomfortable and went ahead and did them away. So talking about like, so there was the lack of confidence and the kind of like okay, people are wondering why I'm not doing this already if I have the background for it. And then once we got – we kind of worked on that and you started to see yourself a bit differently.

So can you talk a bit about the moment where you like where we worked on the confidence and we – you kind of understood what you needed to do differently. And how you went about changing that in your mindset in order to take those steps forward and go on interviews and start doing the things you needed to do.

**Carine:** Okay. It was like I have nothing – okay, nothing can happen to me, nothing – I took it as if it was an experiment. It's like – I don't want to say game, but it's like a way to collect information and I think, yeah, that was the thought that helped me a lot. It was like you told me that I could take it as a way to collect data, to understand more what – that it worked for me and what I can do to do better the next time. So yeah, that helped me a lot to just stop listening to the little voice in my head and just go ahead and do what I have to do, so yeah, taking it as an experiment.

**Natalie:** Yeah. Okay, yeah, I remember that now too, yeah, that becomes really clear. So before it was like I need to learn more, I need to prepare, I'm not ready. I'm not able to do it.

**Carine:** Yeah, and I was scared to talk to people, yeah.

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**Natalie:** Yeah, I remember that. You're like, "I don't know who to talk to or how I will do it." And then you became a pro at it. And so that, really helpful to recall that was – and it shifted really appropriately for you because you liked to collect data and analyze data. So it was like okay, every interview is collecting data for the next step, and the next step. And that's how it's done. So thanks for sharing that. I remember that, that was a good mindset shift that you made.

Yeah and then there was the Covid situation and I remember we coached on that as well. So do you want to talk a little bit about how you first responded to Covid and then how you moved through despite that happening and how you kind of felt before and after we talked about it?

**Carine:** Yeah. So before we talked about it I was little bit worried because I saw less interview – no, I saw less job posts on job boards. And also when I talked to some friends they were saying that, "Okay, because of the situation," and even when I watched the news it was like there is currently a crisis. And businesses and companies are not hiring anymore. And I was like, okay maybe I should slow down a little, even if I do my best or even if I take massive action it would be for nothing because there is no opportunities in the market currently.

But we talked about it and you gave me several advice like, "Stop listening to the news, first of all. And also there are other places to – even if on job boards there are less job posts, some companies are still hiring because you have clients who still gets new opportunities." And I should just continue, I have nothing to lose. I should just go ahead and yeah, do not let myself be distracted by the current situation. And it worked because I kept having interviews at the same – almost at the same rate as before. And also it isn't the Covid situation that I get this opportunity, so yeah.

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**Natalie:** Yeah. Another testament to how shifting your mindset creates what you see in the world. So got a good example of that if people think that Covid is going to make it impossible for them to get a job then they're not going to see those opportunities because they're not going to go looking for them. And what you said was fantastic and that you're like, "Well, I thought that originally but then I realized there was other places and other things that could be opening up because of Covid. And I was actually getting interviews at the same rate or more as before."

And that was because you were willing to open your mind and look at that instead of where most people were going to go automatically, which was everything's shutting down, there's no opportunities. And while that was true there was also a lot of other information available that people weren't automatically looking at because of the news. Yeah, fantastic.

One thing I really admired about you was that you stayed in it every week and you continued on and even when in those times when you got discouraged and were – there were some rejections that came through. Or there wasn't much activity happening that week, or you didn't do as much as you had wanted to that week. You continued to come back and figure out why and keep going. Can you talk a little bit about what led you to – what were some of the thoughts that kept you in it even though you weren't seeing the results yet?

**Carine:** Yeah. Okay, my number one motivation was because when I talked to you, I was working for [audible]. It's like I knew that even if I didn't do what I was expecting the week before, I knew that when I would be talking to you, you would give me inspiration, or advice, or feedback to help me to do better the next week. So it was like, okay, even if it doesn't work, I still have to show up on the coaching session because I know that it's important, that it would help me for the next time.

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And also I just wanted to get a job. I just wanted to make it so, and I knew that it was something important.

**Natalie:** It was [inaudible].

**Carine:** Yeah. I didn't ask myself too much questions, I just like, okay, I have to do it. I will do it. I did not think too much. I just have to do what I have to do and I tried my best.

**Natalie:** Yeah, so it was just kind of like that no matter what mentality. It was like I'm going to do this no matter what. I have to do it. I know I'm going to do it. Exactly. And so it sounds like you didn't even really question that too much. It was just like yeah, that's what's happening. And being able to show up week after week even when not getting the results, which is really the testament of why you've now gotten the result, which is because you were able to do that.

And also putting yourself in that container of I'm going to sign up for this coaching commitment, and I'm going to do it. Was a big decisions that kind of sounds like it helped keep you accountable and helped keep you in it, knowing that you were going to have to – that you had committed. Because you didn't have to, but you committed and then you did show up every week for it. Yeah, fantastic, yeah.

**Carine:** Yeah. And also I know that I learned things even if I had bad experiences or even if it didn't work very well. Now I know that I knew things because if I didn't go through all this, if I didn't have this bad interview or I wouldn't have known all I know now, and how I can have a different attitude to do better the next time. So I also think that it's – now, at the time it wasn't the case but now I know that it's also important to go through less good experience or bad experience just to...

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**Natalie:** To get your result, yeah.

**Carine:** Yeah, that's it.

**Natalie:** Yeah. And it's exactly how it goes for everybody but we kind of just don't expect it. We just think on default that it's going to be easy or that it should be easy. And then that's why we get discouraged so easily. So now that you've had this experience you can apply it to any other goal that you want to achieve and know, okay, this is what it takes to achieve this goal. Now what's my next goal?

Yeah, and you really took all the lessons to heart and went and applied them really well which is one thing that I really enjoyed working with you was because you always were really, really attentive and present on the calls. And were taking notes and were always paying attention to what you were going to do next time to go back out there.

One thing you mentioned, and this happens to a lot of people too during their search is people would say something to you that would de-motivate you. Or somebody would say something to you that would make you kind of like deflate all the air in your balloon or whatever that saying is. Would you talk about a time that happened and how you turned that around?

**Carine:** Yeah. It happened two times in this coaching journey. But I particularly remember one interview where the person I was talking to told me that I was too old for the job. And I was asking for too – my salary expectations were too high for my – okay, for what I wanted to do, for this job position. And at that moment I thought about I was like, okay, the man doesn't know me because – I don't know, maybe I may be older than the other people he may have interviewed so far. But I do have the experience and I have value to offer.

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And the thought I had at that moment was like you once told me that I shouldn't let people come and poo into my house. Yeah, I was like he doesn't know me. And maybe I don't know, the man didn't even let me talk about, he just read through my résumé and he didn't let me the time to introduce myself or to present what I had to offer. So I was like, it's okay, he doesn't know me and I will not let his viewpoints or his mind change my self-concept actually. So I said, "Okay, it's okay, thank you for your time, but it's..."

I didn't tell him anything bad but in my mind I was like, okay, I won't let him or let his speech hurt me or do anything to me. And I just moved forward, it's okay. It can happen in this, it's just only one person. It can't change my... Not because only one person tells me that means that it's true. So I just let it go and it's okay. And thinking about not letting people poo into my home helped me.

**Natalie:** Yeah, I love that, yeah.

**Carine:** And push past this experience and it was okay. Yeah, and this is something I do, like when I – I don't let people I don't know or I know that they don't know me, and I do not [inaudible] that much importance to their mind or their...

**Natalie:** Or what they say, yeah.

**Carine:** Yeah, what they say or what they think about me.

**Natalie:** What an important lesson, yeah. What an important lesson to have learned because now whenever somebody says something to you that you're like, I don't know if I like that. You don't have to take that and make it mean that it's true. And yeah, so a few really important things there, for

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everyone listening I taught Carine an analogy that I learned from Marie Forleo who I follow. And she said, “Would you let somebody come into your living room and take a dump in your living room and then leave?”

And so I kind of acquaint it to like would you let somebody go into your brain and poo in your brain and then leave? And it's kind of like when someone says something like that to you, “You don't have the experience and your salary expectations are too high,” that's basically what they're doing. And if you let that stay there then it'll affect how you move forward and it'll affect your entire career based on what one person said.

And so basically what we're saying is that when you turn that around and you're like well, this person doesn't know me, they haven't really even given me a chance. They haven't even really talked to me. I know that I can add this value. I know that I'm worth this amount. I know that this is warranted what I'm asking for. Then you can create your own belief and then move from there and you have to back that up for yourself.

Because the guy, he's going to walk off and go live his life and he's not going to think again. Whereas it could have affected you if you hadn't have had that awareness of what he was saying and how it really didn't matter because he didn't know and looking at the facts there. So, yeah, some really good points there, and some really good things to apply for anybody for whenever somebody says something to you.

And it happens with my clients all the time, a recruiter will make a comment about someone's résumé. Or somebody will say something about your experience or basically any comment that makes you feel crappy, like you're not capable is something that you want to pay attention to and make sure that it doesn't actually affect your career moving forward, because it does for so many people when they believe it. So it's a choice whether you

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believe that's true or not. So another really important lesson and it happens.

So it happened to you twice that we can think of that we can remember. But it happens every day to so many people and we just let it either affect us or not. And now, yeah, and I remember we've spoken after that and you've been able to turn that around just a lot faster now because you have that awareness. Awesome.

So what would you say to people who are currently in their jobs or just looking for their next best position who are struggling with confidence issues? What would you say to them from where you are now at the end of the journey or at your first milestone in your bigger journey?

**Carine:** Yeah. I could tell them not to be discouraged. I don't know. Maybe if they do not find what they are expecting as fast as they – I mean even if it doesn't come as fast as they are expecting it, it doesn't matter. It's the path and they should try to take the best out of every experience and just move forward, do not compromise. Or maybe do not take the first opportunity that comes up. And just keep in mind the final goal and just move forward because at the end it will definitely be worth it, I mean, so yeah.

**Natalie:** Really well said. Really well said. So two things there, the one, focus on what's working, focus on the positive. I think all successful people, that's one of the main things that they are going to need to do because it's not going to be easy. We always underestimate what we thought it was going to take which is why we get discouraged. So it's not going to be easy. And also taking a really close look at what is working. So that's why when we do the evaluations for the interviews we always evaluate what worked well first. What is working well for you now?

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And when we can build on that we are able to move forward in such a more powerful way than when we're focusing on what's not working, which is what our brain wants to do. So that was the first thing you mentioned that was really good and I just want to recap it. And then the second thing is not settling just because you think you're not going to be able to.

So the reason why people settle is, well, because – well, you touched on it in the beginning about the confidence. The lack of confidence and not believing fully what you were capable of and not really seeing what you were capable of which is something that we talked about a lot in the beginning.

Which is like that's what I'll go through with clients normally in the beginning is about selling you on you, feeling like you've got to see all the value that you're going to bring before you can show that effectively to somebody else. And then once you do that then it'll be easier for you to move forward and not just take something that's a lot less than what you know you can do, so two really important things there for sure. Yeah, so as far as your journey goes, what do you think was the hardest part for you?

**Carine:** It was scheduling meeting with unknown people, talking to new people, yeah, it was that. Just contacting people I don't know, because what I used to do was just going to job boards and apply to job offers. This is basically the thing I did. But you advised to go to people, search for email and contact them directly on LinkedIn. And yeah, that was the most difficult part for me.

**Natalie:** I remember that was difficult for you. So tell me how you got initially past it, because you started doing it and then it was no problem, you were doing it every week.

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**Carine:** Yeah. So I started in comfortable zone, I mean I start by contacting old classmates. And I think that that helped me a lot because I start with first, like kind of an appetizer, I don't know. But it put me into the game and after that I start reaching out to people I didn't know. And yeah, little by little it went that way. But I was unlocked by the fact that I started with people I knew before, by re-contacting old friends and it went that way.

**Natalie:** Yeah, that's a great place to start. And knowing that when you get your job it's going to be through talking to a person somehow, some way, so while the job boards work for some people, it just increases your chances so much more when you are creating your opportunities. And that's something I talk about is that you're in control of creating all your own opportunities.

And that's a main way that you can do it is by reaching out to people that you know, people that you don't know and having those conversations and showing up for those conversations. And doing that consistently is eventually you're going to do it. So I have another question for you. If you were to look back and tell your past self how you would get to your goal faster, what do you think you would say to her?

**Carine:** Be consistent and maybe I would have it faster if I was more consistent than how I was. But yeah, being consistent and also just taking action without thinking too much, because over-thinking is – I don't know but it's dead...

**Natalie:** A dead weight, yeah.

**Carine:** Yeah. For me, I don't know for other people, but me when I over-think, it's done. So just killing the voice inside my head, and when I did that I realized that actually people are not mean. The worst thing that can

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happen is maybe they won't answer back or maybe they won't answer back. But even when they answer you are not going to die or I don't know. So just do what you're suggested to do and take it as an experiment or a – I don't know – a game or a way to discover new things, to experiment new things.

And yeah, by keeping in mind of course the goal, but you see, just like nothing will happen except the best, a better situation than now. So yeah, I would say shut down the little voice and be consistent in doing that. Just yeah, take actions and move forward.

**Natalie:** So was there a voice that replaced the little voice, was there a single thought you had that was like okay, just do it? Was it like just do it or how did you think differently?

**Carine:** Yeah. It was like okay, when I realized that I start thinking to digest, okay, no, I don't want to go that way. I just have to do what I learned to do and that's it, so I just...

**Natalie:** Yeah, just redirecting your brain and just showing up for you, yeah.

**Carine:** Yeah, that's it, yeah.

**Natalie:** Yeah. And that'll be difficult for a lot of people in the beginning to do that and that's just a habit.

**Carine:** Yeah, it's not easy.

**Natalie:** Yeah, I would agree, I would say that the number one reason people don't do it faster is because of lack of consistency, for sure, yeah.

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And all my clients will show up one week not having done the work that they wanted to do, not having had done a lot. And we just dig into why and it's the exact reason. It's like, well, I didn't feel like it, or it's just our brain doing what it does. So just bringing it back to, well, I know that if I don't do it I'm just going to be in the same place but yeah, and having nothing to lose.

That's another thing you mentioned, it was kind of like if I don't do it I'm just going to be in the same place I was before. The worst that can happen is they don't respond, all those things that kind of bring you to, okay, well, my choice is either do it or don't do it. And you know where each one of those patterns takes you. And at least when you do it, you're giving yourself the best possible chance, so definitely good. And also that it's normal for you to not want to sometimes. But staying consistent and doing more.

So after you got over those hurdles and you figured out the opportunities part, you started getting interviews consistently. And then you finally got your job offer. What would you say now to yourself at the beginning when we first started working together, you now to yourself in the beginning what would you tell her?

**Carine:** You see you did it. You didn't think you would but yeah, you did it. I would say it's possible under your terms without having to settle. Yeah, I would say it's possible. And with the right tools of course, so yeah, I would say if you have – for my next goals, maybe search for the right tools. And once you have them it's okay, it's possible. You can do it.

**Natalie:** Yeah, exactly. So talk a little bit about the right tools.

**Carine:** Okay, for me it was register to this coaching journey. It was the – I can say the...

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**Natalie:** You mentioned the future self.

**Carine:** The techniques, yeah. Can I disclose the – I mean the different techniques you gave me or not? I don't know.

**Natalie:** Yes, go ahead. Let's share all the secrets for everybody.

**Carine:** Okay. So the fact to analyze after every interview what went well, what went wrong and what can I do better at the next time, exercise. This was one tool. Another tool is to pay attention to my feeling, why do I feel this way? And when you understand, okay, when you understand how you feel and you try to remember why you have this feeling it helps you redirect your mind to have the right thought that can trigger the right feeling.

I mean sometimes I am, you know, I worry without any reason, I think it's without any reason. But when you pay attention to your mental model or your thoughts you discover that this is this particular thought, or this particular sentence that makes you feel this way. So you should change it to feel different, that helped me a lot, it was another tool. And also all the – okay, this was on a psychological part. But for the technical part, let's say you have all the tips you gave in the Blueprint Career.

**Natalie:** The Blueprint.

**Carine:** Yeah, website to search for, people, emails.

**Natalie:** The website to search for the emails, yeah.

**Carine:** Yeah. I can't remember the name of the website. But how to talk to people, how to...

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**Natalie:** Reach out and who to reach out to.

**Carine:** Yeah, how to reach out, yeah, the main models for being introduced to other people, yeah, how to present your résumé, how to write, how to prepare for interviews, yeah, and also all the exercises before the interview. How you have to present yourself, the research you have to do about the company particularly, not just preparing yourself. But going – trying to look for the specific needs of the company and adapt your speech according to that. Yeah, all those, I didn't know that and yeah, there is a lot of things, yeah.

**Natalie:** Yeah, absolutely.

**Carine:** And it's the mix of all those things, preparing for the interview but also mentally be prepared and yeah.

**Natalie:** So yeah, great, thanks for touching on all those things. So I'll clarify for the listeners. So when you sign up for coaching with me you also get the Career Kick Start Blueprint which is a whole program of the how to. So how to reach out to people, you get the templates, exactly what to say, you just fill in the blanks, how to find people's emails, how to reach out to people. So basically I try to give every strategy in the book for how to create these opportunities for yourself.

And so Carine, you're talking about how that helped you. I just want to touch on the fact that lots of people can have all that information and it's actually easy, you can find it on Google and YouTube. But if you don't have the inner work done, the work that we did from the beginning about you being confident to do it, you believing in yourself to be able to do it. All the thoughts that you had about yourself, then all those templates and all that wouldn't have helped.

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So, while I like to provide those as an easy thing to take action on and it does help a lot of people when your mindset isn't right in the beginning, it doesn't give you the results. But yeah, so we work in every which way, this is how we tackle the situation is making sure that your mindset is aligned with what you want and making sure that you're able to go after it. And then here's some easy strategies to implement. But sometimes they don't work, sometimes we have to [inaudible].

And a lot of the things in that Blueprint you used. But then you expanded on, you were creative and used, even improved on some of them I'm sure, with the templates and stuff. And you got creative and used your own resources and your own creative thinking for how to figure out how you were going to do it. So you really took responsibility for your own results and that was another thing that I really loved about working with you is that you were definitely thinking about okay, what – you weren't just relying on a process to follow and do it for you.

You were like, okay, I am thinking how am I going to do this, what am I going to do better next time? And you put all that thought into it and that's what really created the result for you. So I just wanted to touch on that as well. Awesome. Yeah, so I think that takes us from beginning to end. Why don't you tell us a little about your role now and what you're enjoying about it and how it's going.

**Carine:** Yeah. It's going great. So I'm working on an NLP project, NLP is Natural Language Processing, it's a particular field of data science. And I basically have to build a tool for automatic summarization of contributions of people. We have a platform where we collect viewpoints of people about a particular subject, like when the government want to have the mine of the population about a particular subject, like – I don't know – open data. Okay, we have this platform where people come and give reviews.

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And currently an analyst are reading it manually and they are summarizing it manually. And what I have to do is to build an artificial intelligent tool to do it automatically. So yeah, it is – I like it, I love it because it is challenging. And I will help people save a lot of time when the project will be at the end. If it's a success it will be very beneficial for all the people who are working on this platform and yeah, that's it. It's great and it's a new, you know, it's something very – it's a new project in the company. So I'm starting from the beginning and yeah, it's exciting, I'm happy, yeah.

**Natalie:** Absolutely. And it's a big impact that you'll have and also you mentioned it'll save so much time, they're not having to mine this data manually. You're building a machine that will do it for them. And yeah, I think we talked about this on our last conversation, was thinking about all the impact that that's going to have and all the time that equals money, that's going to save the company. And how you can position yourself for even your next role with the amount of value that you're going to provide in this role.

So that's another concept that we talk about is the maximum career impact that you can have and thinking about that now which I know it's going to be huge for you, especially because this first milestone is now behind you. You know you can get the job that you want doing the work that you want for the pay that you want. And just having that belief and now being able to trust yourself to do that, now you can trust yourself to accomplish even bigger goals as well, so it's really incredible. And it wasn't easy though, right?

**Carine:** No, it was not, yeah, but yeah definitely worth it.

**Natalie:** Yeah. If I want to leave everybody with something it's definitely that we underestimate the amount of work that it's going to take to achieve

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your goal. And you have to be willing to stay in it and adjust your expectations accordingly when things are not going how you would expect them to go.

Alright, well, awesome, I think that's a good note to end it on. Congratulations on your not so new role anymore, because I know you've been there for a couple of months now.

**Carine:** Yeah. Thank you.

**Natalie:** Thank you so much for coming on and sharing your experience, I know it was hugely valuable. I really loved hearing about it and loved working with you and I can't wait to see what you're going to do in your career. I'm going to see your name somewhere in a magazine somewhere, just credited for part of this big project or something.

**Carine:** Yeah, hopefully.

**Natalie:** So yeah, I know it. Alright, well, thank you so much for being here and I'll talk to you later, okay.

**Carine:** Okay, bye bye. Thank you.

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To celebrate the launch of the show I'm going to be giving away an amazing surprise gift basket with all my favorite things in it. It will have some headphones, some books that I love and some other fun things that I know you will love too. And I'm going to go all out on this one. So you'll want to get in on this. I'll be giving away three of these to three lucky listeners.

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Thank you so much for listening. I look forward to talking to you next week. Bye.

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