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From Bench to Biotech Sales: How Core Lab Life Paved the Way

I didn't set out to run a core, but like many of us, I ended up wearing every hat (scientist, consultant, analyst, tech support). In this short talk, I'll share how I got into core lab work, what it was like to help build and grow a facility from the ground up, and how those experiences unexpectedly prepared me for a career in biotech sales.

Speaker Bio

Nicky Nikolakis is a Senior Account Executive at 10x Genomics with a strong foundation in academic research and core facility operations. She holds a PhD in Quantitative Biology from UT Arlington and previously led the development and management of a genomics core facility at the University of North Texas Health Science Center. There, she implemented and supported a wide range of genomic technologies, including single cell, spatial transcriptomics, ATAC-seq, and RNA-seq. As an early adopter of emerging tools, she helped expand access to cutting-edge methods while supporting researchers across diverse disciplines. At 10x Genomics, Nicky combines her technical expertise with a consultative sales approach, helping institutions adopt advanced genomic technologies.

