



NIKOLAY BORISOV

BUSINESS MANAGEMENT

CONTACT

425-220-6621
n@thenikolay.com
linkedin.com/nborisov
Los Angeles, CA

EDUCATION

Business Administration
& Management
Northwest University (2010 - 2012)

Inner MBA
New York University (2020 - 2021)

CERTIFICATES

u.lab: Leading From the Emerging Future
MITx

Search Inside Yourself Leadership Institute
SIY Global

Procure Certified: Project Manager
Procure Technologies

SKILLS

Strategic Business Planning
Business Process Creation
Financial Planning & Reporting

QuickBooks Software
Payroll Processing
Financial Modeling & Analysis

ABOUT ME

Strategic business builder and operational leader leveraging 10+ years driving triple digit growth, multi-million dollar scale, talent development and business analytics adoption across construction, cannabis, and emerging tech.

WORK EXPERIENCE

Controller

The WCCD (fka DDC)// Commercial Construction// 2018 - Current

- Financial Leadership - FY23 delivered \$3.4M revenue; drove \$200K savings and \$50k through new incentive programs targeting vendors; created \$330K investment account, \$100K minority stake in DTC brand
- Billing & Collections - Improved cash flow by \$700K; reduced outstanding accounts receivable from 55 to 25 days.
- Process Efficiency/Compliance - Supported leadership meetings with customized dashboards outlining cost impact levers; streamlined payroll processing requirements; implemented new company processes and policies decreasing overall legal actions/fees by 80%.
- Contract Management - Reviewed 200+ contracts annually covering vendors, subcontractors, and clients to ensure legal compliance with state governing boards and insurers across 5 states.

Head of People & Programs

OHLAY// HR Consulting// 2019 - 2023

- Created departmental and company wide programming for clients (20 - 1,200+ employees), working with c-suite.
- Developed and ran leadership training programs for corporations, non-profits and government agencies.
- Cultivated in person and online business community through free and paid talks, panels and workshops catering to 500+ professionals.

Fractional CFO

Shivas DTLA// Cannabis Dispensary// 2015-2020

- Grew start-up dispensary revenue from \$0 to \$4M in 2 years.
- Drove 200% YoY sales growth through strategic planning, market expansion, diversifying customer demographics and partnerships.
- Maintained optimal cash position despite cannabis banking regulations.
- Cut costs 30% via inventory management controls and procedures.
- Ensured continual regulatory compliance in complex cannabis taxation.
- Built retail KPI analytics for data-driven business decisions.
- Launched ERP platform encompassing POS, inventory, HR and reporting.