

# NICHOLE WEST

## BUSINESS DEVELOPMENT SPECIALIST



Long Beach, CA



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### CERTIFICATIONS

#### **OSHA-30 CA & CO**

Occupational Safety & Health Administration 30 hour certification

#### **Qualified Applicator CA**

Department of Agriculture California Qualified Applicator

#### **Private Applicator OR & CO**

Department of Agriculture Private Applicator Certification

#### **METRC Certified & Proficient**

Metrc proficiencies in CA, OR, WA, MI, CO, NV, OK

### COMPETENCIES

- Cannabis business operational liabilities due diligence
- Investment seeking preparation
- Compliance development & compliance auditing
- Retail openings & planning
- License perfecting & maintaining
- Liaison to all city and state inspectors for Retail, Manufacturing & Cultivation
  - Health Department
  - Fire Department
  - OSHA
  - Building Department
  - Department of Revenue
  - Board of Equalization
  - Labor Board
  - Union Relations
- Pesticide Regulations
- Staff Training for retail, distribution, cultivation & delivery
- Development for SOPs for all cannabis business types
- Cannabis marketing
- Cannabis culture and market awareness
- Liaison for finance and industry
- Public business and motivational speaking

### LICENSING

- Assisted in application writing and/or perfecting for licenses obtained in :
  - California (10)
  - Colorado (24)
  - Illinois (1)
  - Maryland (1)
  - Massachusetts (1)
  - Michigan (3)
  - Nevada (2)
  - Oklahoma (3)
  - Oregon (3)