



BROOKLYN · NEW YORK

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LANGUAGES

Hebrew	FLUENT	●●●●
English	FLUENT	●●●●
Spanish	BASIC	●●●●
German	BASIC	●●●●

CORE STRENGTHS

- ◆ Sales Leadership
- ◆ Team Management
- ◆ B2B and B2C Sales
- ◆ Closing and Negotiation
- ◆ Business Development
- ◆ Operations Management
- ◆ Google Ads and Digital Marketing
- ◆ Internal Tools and AI Automation

TECHNOLOGY

AI automations · Agentic processes · Custom code · CRM and SMS platforms · Cybersecurity · E-commerce · Website building (WordPress, Elementor)

Tools: Claude Code · Supabase · Twilio · Vercel · GitHub · n8n · GoHighLevel · SendGrid

EDUCATION

Kugel High School, Holon, Israel
Full Israeli Matriculation (Bagrut), 2006

MILITARY SERVICE

IDF, Givati Brigade
Combat Staff Sergeant, 2007 - 2010
Designated Marksman and Radio Operator, Battalion Commander's Forward Command Team. Operational details withheld for confidentiality.



INTERACTIVE VERSION
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NISIM ELMALIAH

SALES LEADER · TEAM MANAGER · FOUNDER & CEO · CRM AND AI SYSTEMS BUILDER

PROFILE

Sales leader and founder who took Aribor Capital, a merchant cash advance brokerage, to \$5M+ in funded deals in its first 10 months as a one-person operation, then built the CRM it runs on and a business SMS platform. 15+ years in sales and management across 10 industries and 5 countries. Has led teams of up to 20 in restaurants, retail, wireless, nightlife and home services, and started or owned 6 businesses. Former IDF Combat Staff Sergeant.

EXPERIENCE 2010 → 2026

Aribor Capital, MJR Funding Group & Aribor Tech FOUNDER & CEO 2025 - Present

- ◆ Founded Aribor Capital, a merchant cash advance brokerage, and closed \$5M+ in funded deals (averaging \$500K to \$750K a month) in its first 10 months with no staff.
- ◆ Launched MJR Funding Group, a direct lending company that funds businesses, alongside the brokerage.
- ◆ Shifted focus to technology in 2026 and established Aribor Tech (ipoop.ai), which builds custom software, AI automations and agentic systems.
- ◆ Designed and built iDash CRM, now used by both funding companies and adaptable to any industry, plus TextWave, a business SMS platform.

Royal Funding Group BUSINESS FUNDING ADVISOR (CLOSER) 2024 - 2025

- ◆ Rose from opener to closer on a merchant cash advance sales floor before leaving to found Aribor Capital.
- ◆ Qualified business owners, presented funding offers, negotiated terms and closed deals.

Eco-Duct FOUNDER & CEO 2021 - 2024

- ◆ Started and grew a dryer vent installation, assembly and cleaning company and managed its 7-person team.
- ◆ Generated leads through Google sponsored ad campaigns built and managed in-house, and closed sales in the field.

New York City Restaurant GENERAL MANAGER 2019 - 2021

- ◆ Oversaw a staff of up to 20 with full responsibility for deliveries, kitchen timing, food quality and customer relations.
- ◆ Kept the restaurant operating through the 2020 pandemic.

Green Cleaning FIELD SALES TECHNICIAN 2019

- ◆ Grew service calls into larger jobs by upselling customers on site beyond the initial quote.

MetroPCS Authorized Dealer (now Metro by T-Mobile) 2017 - 2019

STORE MANAGER

- ◆ Managed the store and led its sales team in selling wireless plans, devices and accessories.

Manhattan Real Estate Investment Firm ACQUISITIONS MANAGER 2015 - 2017

- ◆ Acquired short-sale properties for investor clients, running each deal from sourcing through seller and lender negotiations to closing.

INTERNATIONAL · 2010 - 2015

Import Business FOUNDER & OWNER 2014 - 2015

- ◆ Imported phone accessories from China as sole owner; led partner relationships, product development, quality control and supplier negotiations in Hong Kong and Guangzhou.

Chabad House Restaurant OWNER & GENERAL MANAGER 2014 - 2015

- ◆ Ran the full operation in central Berlin: team, deliveries, service timing, food quality and guest relations.

Pharmaceutical Sales Company PHARMACEUTICAL SALES REPRESENTATIVE 2012 - 2014

- ◆ Sold pharmaceutical products to medical clinics.

Billabong and Zara STORE MANAGER (BILLABONG), SALES MANAGER (ZARA) 2010 - 2012

- ◆ Led Billabong stores at Azrieli Center and Kenyon HaZahav; headed sales at Zara Holon.

Self-Employed (Nightlife Events) PR & PROMOTIONS MANAGER 2010 - 2012

- ◆ Directed a 6-person promoter team and club staff; drew 200 to 1,500 guests per event.