

David Dilanchian

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Work Experience

HayFintech

Montreal, Qc

Co-FOUNDER

Jan 2017 – Present

- Research, design, develop, and test blockchain technologies
- Maintain and extend current client- and server-side applications responsible for integration and business logic
- Be involved in the global blockchain community—work on implementing and integrating the latest improvement proposals
- Request information or assistance with business licenses applications

Dilan Safety Shoes

Montreal, Qc

INDEPENDENT BUSINESS OWNER

Jan 2015 – Present

- Researched and understood thoroughly new policies, quotes, renewals, policy changes, and audits concerning business
- Promotion via social media to maximize brand identity and generate warm leads
- Establish or identify prices of goods and services and tabulate the bills
- Maintaining company website with up-to-date with product specifications and availability
- Preparing sold products for customer delivery prior to shipping, ensuring that the customer receives quality products in a timely manner

Show Viral

Montreal, Qc

WEB ANALYST

Dec 2015 – Present

- Produce reports for the Management team
- Plan, develop and manage web and mobile campaign and channel tracking
- Collaborate with sales and marketing teams
- Monitor performance trends with channel managers

Cafe Babylonia

Laval, Qc

OWNER & MANAGER

Apr 2013 – Dec 2015

- Manage day-to-day operations of the cafe
- Hire & Train employees
- Nurture friendly relationships with customers to increase loyalty
- Coordinate with vendors and order supplies & maintain records

Action 500 Paintball & Karting

Laval, Qc

SALES REPRESENTATIVE

Mar 2012 – Apr 2013

- Promote & sell products and services while exceeding sales forecasts
- Establish, develop and maintain positive business and customer relationships
- Analyze the territory/market's potential, track sales and status reports
- Continuously improve through feedback

SAIL Outdoor equipment store

Laval, Qc

SALES REPRESENTATIVE

Mar 2011 – Apr 2012

- Educate customers on how products or services can benefit them financially & professionally
- Maintaining positive business relationships to ensure future sales
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products
- Keep abreast of best practices and promotional trends

Royal Bank of Canada

Montreal, Qc

ACCOUNT SERVICE REPRESENTATIVE

Oct 2010 – Feb 2011

- Provided accurate and excellent customer service while servicing multiple types of accounts
- Followed industry and company guidelines when performing transactions
- Ensured that transactions were performed to the highest standard and accuracy
- Cross-trained in multiple disciplines including cash management, transfers, and new accounts

Harvey's Fast Food

Laval, Qc

GRILL MASTER

Apr 2007 – Oct 2010

- Trained and managed a team of 3 prep-cooks and achieved significant improvements in their productivity
- Mastered point-of-service computer system for automated order taking
- Monitoring consistently the food quality and service quality of orders being served
- Successfully handled opening and closing of establishment

Education

Vanier College

DEC IN SOCIAL SCIENCE

Montreal, Qc

Sep 2009 – May 2012

Saint-Maxime

DES IN CONCENTRATION SCIENCE

Laval, Qc

Sep 2006 – Jun 2009

Skills

Programming Languages: Python/C++, nodeJS/Java/Typescript, HTML5/BootstrapAngular

Microsoft Office: Word, Excel, PowerPoint, Access, Publisher, MyAnalytics, Visio, SharePoint

Languages: English -Proficient C2, French -Proficient C2, Armenian -Intermediate B1

Volunteer Experience

SCAMA

TEACHING SENIOR CITIZENS HOW TO START AND USE COMPUTERS/SOCIAL MEDIA/INTERNET

Windows 10/iOS/AndroidOS,

Gmail/Youtube/Google

<https://github.com/david-dilan/SCAMA>

Laval Electoral Campaign 2017

ELECTORAL CAMPAIGN VOLUNTEER DURING THE 2017 LAVAL MUNICIPAL ELECTION

Market the candidate by passing out informational flyers, Participated in door-to-door canvassing events

Scouts Leader at Homenetmen Montreal

SCOUT LEADERS ARE PRIMARILY RESPONSIBLE FOR ORGANIZING THE ACTIVITIES OF THE GROUP, AND TRAINING THE YOUTH MEMBERS THROUGH THE SCOUT PROGRAM.

Leadership, Liaison with Parents/Districts, Ensure that the health & safety of all members

Formation

2009 - 2022 **First Aid & CPR/AED**, Certification in Emergency First Aid, CPR Level C, and AED

Canadian Red Cross

2006 - **Class 5 Drivers Licences**, A Class 5 licence authorizes its holder to drive an automobile, service

SAAQ

Present vehicle.