

# DAVID L. DILANCHIAN

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## WORK EXPERIENCE

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### **HayFintech**

*CO-Founder*

Montreal, Qc  
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

### **Show Viral**

*Web Analyst*

Montreal, Qc  
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

### **Cafe Babylonia**

*Owner & Manager*

Laval, Qc  
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**

*Sales Representative*

Laval, Qc  
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**

*Sales Representative*

Laval, Qc  
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

### **Harvey's**

*GRILL MASTER*

Laval, Qc  
Apr 2007 | Dec 2011

- 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

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### **Vanier College**

DEC Social Science

Montreal, Qc  
Sep 2009 - May 2012

### **Saint-Maxime**

Laval, Qc

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SKILLS

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|------------------------|--|
| 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   |

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VOLUNTEER EXPERIENCE

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**SCAMA** *Windows 10/iOS/AndroidOS, Gmail/Youtube/Google*

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

Teaching Senior Citizens how to start and use Computers/Social Media/Internet

**Laval Electoral Campaign 2017** *Market the candidate by passing out informational flyers,*

*Participated in door-to-door canvassing events*

Electoral Campaign Volunteer during the 2017 Laval municipal election

**Scouts Leader at Homenetmen Montreal** *Leadership, Liaison with Parents/Districts, Ensure that the health & safety of all members*

Scout Leaders are primarily responsible for organizing the activities of the group, and training the youth members through the Scout program.

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FORMATION

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**First Aid & CPR/AED**

Certification in Emergency First Aid, CPR Level C, and AED

Canadian Red Cross

2009 - 2022

**Class 5 Drivers Licences**

A Class 5 licence authorizes its holder to drive an automobile, motor home, tool vehicle, service vehicle.  
2006 - Pres.

SAAQ