

Laval, QC
(514) 515-2845

David L. Dilanchian

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Work Experience

CO-Founder **HayFintech** **Jan 2017 – Present**

Montreal, Qc

- 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

Web Analyst **Show Viral** **Dec 2015 – Present**

Montreal, Qc

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

Owner & Manager **Cafe Babylonia** **Apr 2013 – Dec 2015**

Laval, Qc

- 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

Sales Representative **Action 500 Paintball & Karting** **Mar 2012 – Apr 2013**

Laval, Qc

- 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

Sales Representative **SAIL Outdoor equipment store** **Mar 2011 – Apr 2012**

Laval, Qc

- 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

GRILL MASTER **Harvey's** **Apr 2007 – Dec 2011**

Laval, Qc

- 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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| Montreal, Qc | Vanier College | Sep 2009 May 2012 |
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- DEC in Social Science.

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| Laval, Qc | Saint-Maxime | Sep 2006 Jun 2009 |
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- DES in Concentration Science.

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** (<https://github.com/david-dilan/SCAMA>) Teaching Senior Citizens how to start and use Computers/Social Media/Internet Windows 10/iOS/AndroidOS, Gmail/Youtube/Google
- **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

- **First Aid & CPR/AED** (Canadian Red Cross) Certification in Emergency First Aid, CPR Level C, and AED 2009 - 2022
- **Class 5 Drivers Licences** (SAAQ) A Class 5 licence authorizes its holder to drive an automobile, motor home, tool vehicle, service vehicle. 2006 - Pres.