

David L. Dilanchian

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WORK EXPERIENCE

CO-Founder

Jan 2017 - Present

HayFintech, 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

Dec 2015 - Present

Show Viral, 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

Apr 2013 - Dec 2015

Cafe Babylonia, 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

Mar 2012 - Apr 2013

Action 500 Paintball & Karting, 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

Mar 2011 - Apr 2012

SAIL Outdoor equipment store, 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

Apr 2007 - Dec 2011

Harvey's, 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

DEC Social Science

Sep 2009 - May
2012

Vanier College, Montreal, Qc

DES Concentration Science

Sep 2006 - Jun 2009

Saint-Maxime, Laval, Qc

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 *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.

FORMATION

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

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