

David L. Dilanchian

david.dilanchian@pm.me | (514) 515-2845 | Laval, QC | davidldilanchian.info

Work Experience **HayFintech, CO-Founder** 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

Show Viral, Web Analyst 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

Cafe Babylonia, Owner & Manager 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

Action 500 Paintball & Karting, Sales Representative 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

SAIL Outdoor equipment store, Sales Representative 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

Harvey's, GRILL MASTER Apr 2007 | Dec 2011
Laval, Qc

	<ul style="list-style-type: none"> • 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 , <i>DEC in Social Science</i> Montreal, Qc	Sep 2009 May 2012
	Saint-Maxime , <i>DES in Concentration Science</i> 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	
Volunteer Experience	SCAMA , <i>Windows 10/iOS/AndroidOS, Gmail/Youtube/Google</i> Teaching Senior Citizens how to start and use Computers/Social Media/Internet https://github.com/david-dilan/SCAMA	
	Laval Electoral Campaign 2017 , <i>Market the candidate by passing out informational flyers, Participated in door-to-door canvassing events</i> Electoral Campaign Volunteer during the 2017 Laval municipal election	
	Scouts Leader at Homenetmen Montreal , <i>Leadership, Liaison with Parents/Districts, Ensure that the health & safety of all members</i> 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 , <i>Canadian Red Cross</i> Certification in Emergency First Aid, CPR Level C, and AED	2009 - 2022
	Class 5 Drivers Licences , <i>SAAQ</i> A Class 5 licence authorizes its holder to drive an automobile, motor home, tool vehicle, service vehicle.	2006 - Pres.