

David L. Dilanchian

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Work Experience

Jan 2017 – **CO-Founder**, *HayFintech*, Montreal, Qc.

- 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

Dec 2015 – **Web Analyst**, *Show Viral*, Montreal, Qc.

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

Apr 2013 – **Owner & Manager**, *Cafe Babylonia*, Laval, Qc.

- 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

Mar 2012 – **Sales Representative**, *Action 500 Paintball & Karting*, Laval, Qc.

- 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

Mar 2011 – **Sales Representative**, *SAIL Outdoor equipment store*, Laval, Qc.

- 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

Apr 2007 – **GRILL MASTER**, *Harvey's*, Laval, Qc.

- 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

Sep 2009 | **DEC in Social Science**, Vanier College, Montreal, Qc.
May 2012
Sep 2006 | **DES in Concentration Science**, Saint-Maxime, Laval, Qc.
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, Windows 10/iOS/AndroidOS, Gmail/Youtube/Google.
Teaching Senior Citizens how to start and use Computers/Social Media/Internet
<https://github.com/david-dilan/SCAMA>
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.
Certification in Emergency First Aid, CPR Level C, and AED
Canadian Red Cross
Class 5 Drivers Licences, 2006 - Pres..
A Class 5 licence authorizes its holder to drive an automobile, motor home, tool vehicle, service vehicle.
SAAQ