Parikshit vyas

Scaling Businesses Through Sales

Italy
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EXPERIENCE

Co-founder & Sales Lead

Mitiox | [2023 – Present]
 Remote

- Spearheaded **client acquisition and high-ticket sales**, securing international clients in **Canada, Spain, Kenya, Brazil, and Italy**.

- Negotiated and closed **high-value web design, branding, and digital marketing contracts**, achieving a **100% client satisfaction rate**.

- Developed **consultative sales strategies**, identifying client pain points and providing tailored solutions.

- Managed **sales pipelines, pricing strategies, and customer relationships**, ensuring long-term business growth.

- Increased revenue through **upselling website management, SEO, and social media services**.

EDUCATION

Bachelor's in Digital Economics and Business *(Currently Enrolled)*

Marche Polytechnic University | Italy | [2024– Present]

Diploma in Computer Engineering

Government Polytechnic, Gandhinagar | India | [2021 –2023]

SKILLS

- **High-Ticket Sales & Negotiation**
- **Consultative Selling & Client Acquisition**
- **Lead Generation & Conversion Optimization**
- **Web Design**
- **Business Development & Revenue Growth**
- **Persuasive Communication & Objection Handling**
- **TeamLeadership**

Projects

Voice Chatbot – Led AI chatbot development before mainstream models.

Blockchain Messaging App – Managed the most complex college project.

Mitiox Digital Solutions – Built a global web design & branding agency..

LANGUAGES

- **English** – Fluent
- **Gujarati**– Native
- Hindi- native
- **Italian** – Beginner