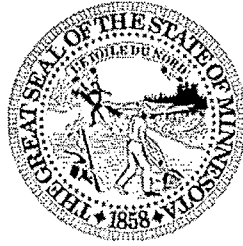


STATE OF MINNESOTA

Executive Department



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JAN 31 2024

Governor Tim Walz

President of the Senate

NOTICE OF APPOINTMENT

Pasha Khosravi

Because of the special trust and confidence I have in your integrity, judgment, and ability, I have appointed you to the office of:

Member

Board of the Perpich Center for Arts Education

Effective: October 18, 2023

Expires: January 4, 2027

This appointment carries with it all rights, powers, duties, and emoluments granted by law and pertaining to this position until this appointment is superseded or annulled by me or other lawful authority or by any law of this State.

Signed and sealed October 13, 2023.



Handwritten signature of Tim Walz in black ink.

Tim Walz
Governor

Handwritten signature of Steve Simon in black ink.

Steve Simon
Secretary of State

Document Number: 238846
Filed on October 13, 2023
Office of the Minnesota
Secretary of State, Steve Simon

Reappointment

Note: If your application needs to be amended, including updates to any uploaded documents, contact open.appointments@state.mn.us. Please provide your name, board, position you've applied to, and any other documentation you'd like included in your application along with a brief summary of your request.

Part I: Position Sought

Agency Name: Board Of The Perpich Center For Arts Education

Position: Member

Part II: Applicant Information

Name: Mr Pasha Jonathan Khosravi

Phone: (763) 279-4161

County: Hennepin

Recommended by the Appointing Authority: False

Mn House District: 50B

US House District: 3

Part III: Appending Documentation

Cover Letter and Resume

Type	File Type
Resume	application/vnd.openxmlformats-officedocument.wordprocessingml.document

Additional Documents (.doc, .docx, .pdf, .txt)

Type	File Name
No additional documents found.	

Final V: Signature

EVO PDF Tools Demo

Signature: Pasha Khosravi

Date: 10/19/2022 11:31:53 AM

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President of the Senate

Pasha Jonathan Khosravi

10740 Sheridan Ave. S. Bloomington, MN (630) 697-0604
pasha@valiantsalesgroup.com
Linkedin Profile: <http://www.linkedin.com/in/pjkhosravi>

BUSINESS DEVELOPMENT EXPERT

SKILL SET

- Sales & Marketing Management
- Business Prospecting and Business Development
- International Business Development
- Budget Management & Forecasting
- Presentations & Public Speaking
- Leadership Coaching & Counseling
- Territory Management
- Strategic Planning & Analysis
- Networking & Relationship Building
- Mediation & Problem Solving
- Skilled Contract Negotiator
- Logistics
- Project Management
- Operations Management
- Customer Prospecting
- Business Process Improvements
- Mentoring & Motivation
- MDF Management
- Skilled Quarterback

Computer Skills: Windows and Apple OS; Microsoft Office Professional; Salesforce; Retail Vendor Portals for Target. Best Buy, Wal-Mart (One World Sync).

Trade Show Experience: CES, SEMA, CEDIA, CTIA, Interbike, IFA, KBIS, KITCHEN AND BATH.

PROFESSIONAL EXPERIENCE

Valiant Sales Group
President (May 2022 – Present)

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May 2022 – Present

Progressive Leasing
Director of Sales (May 2021 – May 2022)

JAN 31 2024

May 2021 – May 2022

Samsung Electronics
Senior Sales Manager (March 2020 – Present)
Regional Sales Manager (June 2018 – March 2020)

President of the Senate

June 2018 – Present

- 36% growth in gross sales revenue on assigned accounts for 2019
- Helped prospect new Karls Account for Samsung, a new major regional account for Samsung.
- Helped mentor and develop other team members on the regional team.
- **Maintains all buying, training, and technical relationships with my assigned accounts covering the Minneapolis/Dakotas.**

Core Distribution
Director of National Sales (February 2017 – June 2018)

February 2017 – June 2018

- Managed assigned territory in 2017 to nearly 50% growth year over year and on pace to 25% growth for 2018.
- Directs company strategy for industrial and hardware cooperative accounts.
- Opened major accounts in new channels for the company (Military and Trucking Industry).
- Manage sales strategies for fall and spring seasonal hardware shows.

Innovative Technology
Director of International and Specialty Sales (November 2015 – February 2017)

November 2015 – February 2017

- Opened up business development with new distribution and accounts in international, opening up new buying points in 5 new countries.
- Coordinated setups and international certifications of all new products.

Bracketron, Inc.
Eastern US and International Sales Manager (July 2014-November 2015)

February 2012 – November 2015

- Expanded business and ensured growth in the Eastern and International regions, consisting of \$10 million+ in annual sales.

- Orchestrated company growth into the Canadian Market by landing Staples Canada, Best Buy Canada, Canadian Tire, and FGL Sports as new accounts. Helped logistically by developing Non-Resident Importer Status and coordinating packaging to be Canadian compliant.
- Year-over-year territory growth in net margin of 15% and year-over-year net unit growth of 67%.
- Increased SKU count in existing major accounts (\$100,000+ Accounts) by 76% with new products and prospecting new departments within these existing accounts.
- Helped establish new distribution in India, UK and South American markets.
- Manage 8 independent manufacturer's representatives in assigned territory; In charge of hiring, firing, and coordinating business plans.

National Sales Manager (August 2012-February 2015)

- Leader of Sales Department; managed 4 Regional Managers, 1 Sales Development Manager, 1 Sales Operations Manager, and helped in the management of 20 manufacturer's reps across 4 different industries (consumer electronics, automotive aftermarket, wireless/mobile carrier, and sporting goods).
- Sales team saw increase in business by 15% in gross receipts in 2013 and almost 65% in gross receipts in 2014.
- Helped to significantly increase company's domestic customer base by adding Costco, Wal-Mart, and Target to the customer portfolio during tenure as National Sales Manager.

Manager Sales Support and Key Accounts (February 2012-August 2012)

- Helped implement the companywide rollout of Salesforce.
- Helped coordinate and utilized numerous vendor portals including Target Partners Online, Staples Exchange, and Best Buy Vendor Portals including SDF Fulfillment.
- Created account presentations to be used for major accounts.
- Point person in contract negotiations with Best Buy for new program.
- Saved company close to \$100,000 in contesting Post-Audit Claims from major partners.

Mosaic Sales Solutions

August 2011-February 2012

Operations Coordinator, Best Buy Account

- Point person for all operations based activity pertaining to Best Buy, involving direct and indirect merchandising work. Project Manager for insuring Best Buy was compliant on all metrics.
- Helped assemble client sales reports weekly for all Mosaic clients interacting with Best Buy (i.e., Microsoft, Nespresso, Samsung Wireless).
- Created high level sales presentations and sales analyses for Account Manager.

Sharp Electronics

May 2007-June 2011

Field Marketing Manager for Minnesota, Missouri, and Nebraska

- Supported the training of retail associates with a focus on video displays, Blu-ray players and audio products.
- Hired, trained, and directed a sales team of 20-35 Brand Product Specialists in the Twin Cities, St Louis, and Kansas City markets.
- Territory ranked #1 in the nation in total gross sales per store from March 2008 thru February 2009 and in the Top 10 in the nation in unit sales from May 2008 thru April 2010.

VOLUNTEER EXPERIENCE

Board Member, Perpich Center for Arts Education 5/19/2021 – Present

Assistant Head Election Judge, City of Minneapolis (Paid) August 2020 - Present

EDUCATION & PROFESSIONAL DEVELOPMENT

Bachelor of Science in Marketing, Metropolitan State University, St Paul, MN

- **Selected Classes:** International Business; Calculus & Analytic Geometry; Business Law; Business Statistics; Telecommunications & Electronic Media Technologies; Business Management; Computer Information Systems; Managerial Accounting; Business Marketing

Major Awards

- **Finalist for Outstanding Student Award – Metropolitan State University.**

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