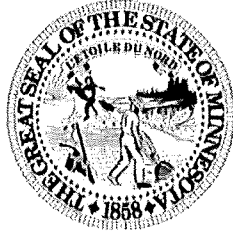


STATE OF MINNESOTA
Executive Department

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Governor Tim Walz

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: May 19, 2021

Expires: January 2, 2023

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it all rights, powers, duties, and emoluments granted by law and pertaining to this position until this appointment is superseded or annulled by me or other lawful authority or by any law of this State.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 May 14, 2021.



Tim Walz
Governor

Steve Simon
Secretary of State

Replacing: Michael Wilhelmi

Filed on May 14, 2021
Office of the Minnesota
Secretary of State,
Steve Simon

Application for the position Member

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: (630) 697-0604

County: Hennepin

Mn House District: 50B

US House District: 3

Recommended by the Appointing Authority: False

Part III: Appending Documentation

Cover Letter and Resume

Type	File Type
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Resume	application/octet-stream
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Additional Documents (.doc, .docx, .pdf, .txt)

Type	File Name
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No additional documents found.	
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Veteran: No

Part V: Signature

Signature: Pasha Jonathan Khosravi

Date: 12/15/2020 4:56:56 AM

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Pasha Jonathan Khosravi

MAY 19 2021

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

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SALES & ACCOUNT MANAGER & DIRECTOR**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**Samsung Electronics****June 2018-Present****Senior Sales Manager (March 2020 - Present)****Regional Sales Manager (June 2018 - March 2020)**

- 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**February 2017 - June 2018****Director of National Sales (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**November 2015 - February 2017****Director of International and Specialty Sales (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.**February 2012 - November 2015****Eastern US and International Sales Manager (July 2014-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.

- Monitored and influenced retailer sales performance through merchandising, training, sell-through analysis, distribution and execution of promotional plans in order to positively influence sell-through.
- Prospected over \$3 million of new business including Verizon, InMotion Entertainment, UPS, and Audi Preferred Accessories among others.
- 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.
- Maintained knowledge base of competitor products, new technologies and industry trends. Conducted trainings to ensure sales team was informed on the latest products.

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.
- Administered the creation, organization, and delivery of A/V product presentations to national and regional accounts including Best Buy, Target, HH Gregg, and Nebraska Furniture Mart.
- Collaborated with cross functional teams including Product Management, Marketing, Sales, Services & Solution Group, and Senior Management to ensure message consistency.

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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Statement of economic interest for a public official

Official: Khosravi, Pasha

Login to Follow (<https://logon.cfb.mn.gov/sso/login?returnTo=https://cfb.mn.gov/reports-and-data/officials-financial-disclosure/official/14396>) ↗

Statement last updated: 5/23/2021

Occupation: Business Development Director
Employer: Progressive Leasing
256 West Data Dr
Draper, UT 84020

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Positions held

Agency	Position held	Appointment date	Appointment ends	Appointment authori
Perpich Center for Arts Education (/reports-and-data/officials-financial-disclosure/agency/12400000/)	Member	5/19/2021	1/2/2023	Governor

Sources of income

Name of source	Relationship to source
Progressive Leasing	<input type="checkbox"/> Director <input type="checkbox"/> Officer <input type="checkbox"/> Owner <input type="checkbox"/> Member <input type="checkbox"/> Partner <input type="checkbox"/> Employer <input checked="" type="checkbox"/> Employee <input type="checkbox"/> Honorarium

Business or professional activity categories

None reported

Securities

None reported

Real property

None reported

Pari-mutuel horse racing interests

None reported

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