

Karen King

SUMMARY OF QUALIFICATIONS

- Positive self-starter
- Flexible, adaptable
- Proven leadership ability
- Thrives in fast-paced environment
- Long history of active involvement with various local, state and national organizations
- Successful project management—from inception through completion
- Budget and staff accountability
- Creative problem solver

PROFESSIONAL EXPERIENCE

Homewood Suited by Hilton, Port Richey, FL

2008- PRESENT

Director of Sales

Responsible for launching sales program for Homewood Suites by Hilton in Port Richey.

United Way of Pasco County, Port Richey, FL

2005-2008

Project Director

Responsible for developing and launching new county-wide 2-1-1 information referral resource. Identified community needs and maintained program quality by planning annual program goals and objectives to meet those needs. Responsibilities included:

- Developed and maintained overall project plan, specified goals, strategy, staff scheduling, identification of risks, contingency plans, budget and overall schedule. Responsible for overall project deliverables, resources and management of project related activities and issues to ensure successful program development for 2-1-1, Volunteer Center for Pasco County, Gift in Kind, Emergency Operations Plan for United Way of Pasco County and 2-1-1
- Worked to cultivate and steward key client relationships and increase funding sources
- Tracked and analyzed resource utilization to maximize and drive efficiency throughout project
- Recruited, trained and placed volunteers to support program for United Way and other organizations
- Worked with management and Board of Directors to identify and prioritize community projects

Centron Security Systems, Inc., Holiday, FL

1987-2005

President

Established and developed security systems company working on large scale projects such as airports, prisons and utility companies

- Identified participants to develop strategic alliance that were mutually beneficial on large projects
- Expanded network of contacts to increase sales and community involvement
- Developed and implemented marketing programs and improved customer service

Walter Kidde Sales and Service, Kenilworth, NJ

1982 – 1987

Sales and Marketing

Developed program for marketing and sales of security systems creating volume in excess of \$2 million within two-year start period.

- Became department supervisor with responsibility to oversee sales and marketing, trade shows, advertising programs, forecasting, order processing, systems development and strategic planning. Annual sales exceeded five million.

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EDUCATION

FEMA

2007 Incident Control Management Training

Pasco Hernando Community College, New Port Richey, FL

Management of Nonprofit Organizations

Contractors Licensing Board

Alarm I Contractor License

East Carolina State University Greenville, NC

B.S. Degree Graphic Design

Computer Software Proficiencies Include: Microsoft Office Suite, Internet, E-mail

COMMUNITY AFFILIATIONS

West Pasco Chamber of Commerce Board of Directors

1995 – PRESENT

- 2005 – WEST PASCO CHAMBER OF COMMERCE OUTSTANDING CITIZEN AWARD
- Implemented Education Committee as part of the Chamber and initiated involvement with members of Pasco County Schools and business community
- Worked on programs involving businesses to help students with mentoring, shadowing, interviewing techniques and participation in the Great American Teach In and Take Your Daughter to Work Day
- Pioneered “Reality Store” under the Chamber and initiated program to be utilized in five local high schools. Originally coordinated business people with program and developed program to be more effective with students.
- Worked on Business Development Week Committee and helped to create and organize Education Day and Luncheon.
- Served as an Ambassador and participated on Planning Committee for Chasco Fiesta
- 2005 – Crowned Queen Chasco for volunteer commitment in the community

New Port Richey Marine Institute, Board of Directors

1998 – 2008

- Chairperson Fundraising and Kayak Race

Rotary Club International, Member Holiday Club and then New Port Richey Club

2002 – PRESENT

OTHER

Leadership Pasco, Pasco Business Connections, Professional Service Network, Alarm Association, American Society for Industrial Security, National Association Women Business Owners, Airport Minority Association Conference, Heart Ball Committee, Chasco Ball Committee

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