

Karen Kennedy Dodds

Experience

2019-Present Kencor, Inc. West Chester, PA

Chief Executive Officer

- Direct and oversee all departments to achieve optimal service and profitability.
- Strategically identify and implement cost-saving and productivity measures company-wide.
- Unify staff through coordinated human resource activities and benefits.
- Advocate for company's future through strategic planning, including forecasting and lobbying efforts.

2019-Present KDA Elevator Consultants, LLC West Chester, PA

Principal and Owner

- Administer consultancy, from customer service to logistics.
- Initiate solicitation activities, including preparing specifications and coordinating with clients.
- Command finances for short-term solvency and long-term profitability.

2004-2019 Kencor, Inc West Chester, PA

Executive Vice President

- Oversee all operations of the company on a daily basis and report to the President of Kencor, Inc.
- Develop strategic planning for upcoming years.
- Confer with organization officials and staff members to discuss issues, coordinate activities or resolve problems.
- Analyze operations to evaluate performance of the company and our staff in meeting objectives or to determine areas of potential cost reduction, program improvement or to increase productivity.
- Direct, plan and implement policies, objectives or activities of the company to ensure continuing operations to maximize returns on investments or increase productivity.
- Negotiate and approve contracts or agreements with suppliers, distributors, federal or state agencies and customers.
- Review reports submitted by staff members to recommend approval or suggest changes.
- Appoint department heads or managers and assign or delegate responsibilities to them.
- Direct human resource activities, including the approval of human resource plans or activities.
- Oversee and participate in lobbying efforts for licensing issues.

2009-2012 Merit Elevator Contractors Association of America West Chester, PA

Executive Director

- Manage finances and maintain all records for Board of Directors review.
- Manage existing membership as well as try to grow membership.
- Lobby in various states regarding elevator mechanic licensing.

Service

2012-2018 Associated Builders and Contractors Washington, D.C.

Elevator Contractors Council Member

- Work with elevator contractors that support the free enterprise business system to streamline training, business practices, safety programs and licensing.

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2018-Current Associated Builders and Contractors Washington, D.C.
Elevator Contractors Council Chairman

- Facilitate monthly conference calls and quarterly meetings.
- Aid companies experiencing issues with elevator mechanic licensing, business strategy and unions.
- Participate and implement the national chapter's strategic plan.

Education

2005-2010 West Chester University West Chester, PA
Master's in Business Administration

2000-2004 College of Charleston Charleston, SC
Bachelor of Arts in Corporate Communications

- Minor in Business Administration

References

References available upon request