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Karen serves as a lobbyist, focusing her time on handling government relations for clients. Beyond her lobbying efforts, she serves on the board of trustees of the Charleston Area Medical Center and chairs the Planning and Public Policy committee.

Previously, she served as the president of the West Virginia Manufacturers Association for more than 20 years, working with manufacturers across the state on legislative and educational issues, such as environmental, taxation, and safety and health. Before that, she was employed by the W.V. Economic Development agency in various positions. Her duties included recruiting businesses to locate in the state, as well as working with existing businesses to retain and expand operations. She was also the legislative liaison for the office, working with the legislature to enact economic development initiatives.