



[Karen Sullivan](#)

East Tennessee State University Director of Development, University Advancement

Karen is originally from Wichita, Kansas. Her baccalaureate degree is in Broadcast Communications from Southern Illinois University, with a minor in Minority Studies. As a former military spouse, she has lived in many places throughout the continental United States, from New York to California. Her working career began in broadcasting, as a reporter and announcer for a local television affiliate in Wichita, continued as a Production Assistant for the pilot and first season of "20/20," and as a D.J. in Louisiana. Moving to Johnson City in 1991, her roles at ETSU have included those of Program Advisor for Multicultural Affairs; Financial Aid Counselor; and Assistant Director of Adult, Commuter, and Transfer Student Services. She has served on many university committees, has served as President of the ETSU Staff Senate. Karen is responsible for the research of donor prospects, cultivation, solicitation, and stewardship.