

Keyana "Key" Carter

Development Manager | Fundraising, Partnerships & Project Management

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Open to relocation: Atlanta, GA | Raleigh, NC | Columbus, OH area | Cleveland, OH area

SUMMARY

Business development and community partnerships professional with 13 years of work experience, from frontline customer service to directing fundraising programs across multiple counties and states. Skilled at aligning national priorities with local execution, building corporate and community relationships, and growing revenue. Founder of Bubbalub Balloons, an event design business with a team of seven. Currently based in Akron, Ohio, and open to relocating to Atlanta, Georgia; Raleigh, North Carolina; or the greater Columbus or Cleveland, Ohio areas.

CORE SKILLS

- Strategic Planning
- Organizational Development
- Multi-State Operations
- Community Partnerships
- Business Development
- Cross-Functional Leadership
- Contract Management
- Compliance & Governance
- Revenue Growth
- Stakeholder Engagement
- Program Expansion
- Team Leadership

PROFESSIONAL EXPERIENCE

Development Manager

May 2024 - Present

Alzheimer's Association, Independence, OH

- Directed engagement strategy across 123 fundraising teams and 1,046 participants, driving market expansion, stakeholder engagement, and regional visibility.
- Led large-scale community and partnership initiatives while aligning national organizational priorities with localized market strategies.
- Built and maintained relationships with corporate sponsors, community leaders, and cross-functional stakeholders to expand market presence and drive revenue growth.

Program Relations Professional

June 2022 - April 2023

National Inventors Hall of Fame, North Canton, OH

- Supported organizational growth and visibility by securing and managing employee contracts, ensuring alignment with operational and financial goals.
- Partnered with local teams to market, grow, and operate revenue-generating programs.
- Led multi-county and multi-state initiatives, balancing centralized strategy with local execution.

Manager of Operations, Marketing & Community Engagement

January 2020 - June 2022

PowHERed by KV, Canton, OH

- Managed employee relations and compliance processes while supporting organizational risk mitigation and operational consistency.
- Collaborated with accounting and operations teams to maintain financial accuracy, operational efficiency, and stakeholder trust.
- Tracked and analyzed program performance metrics to support strategic planning, funding allocation, and operational growth.

Founder & Lead Designer

2017 - Present

Bubbalub Balloons, Ohio

- Built an event design business from word of mouth into a team of seven, serving clients including Amazon, Urban League of Canton, the Canton Regional Chamber of Commerce, and the McKinley Bulldogs.
- Ran the business full time from April 2023 to May 2024, gaining hands-on experience in marketing, operations, and business growth.
- Manage client quotes, scheduling, staffing, and installation for events across Summit, Stark, and Cuyahoga counties.

EARLIER EXPERIENCE

Packaging Associate, Shearer's Foods, Massillon, OH (2019–2020) • Personal Care Provider, Canton, OH (2017–2020)
• Bar Manager, Cork & Canvas, Canton, OH (2017–2019) • Team Member, McDonald's, Canton, OH (2016–2019) •
Manager in Training, Bakery, Earth Fare, Canton, OH (2015–2017) • Floor Sales Associate, Victoria's Secret, Canton, OH (2014–2015)

EDUCATION & CERTIFICATIONS

B.S. Business Administration (Marketing) | Southern New Hampshire University | 2015 - 2020
Project Management Professional (PMP) | In progress