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## **Dowell named senior vice president of the New England Real Estate Journal**

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According to Roland Hopkins, founder of the New England Real Estate Journal, publisher Karen Dowell has been named senior vice president of the firm.

Dowell has been with the Journal for 30 years. She started in the billing and collection department in the early 1980s. And progressed to become manager of the Journal's advertising scheduling department.

In the mid 1980s Dowell was promoted to publisher of the Billboard section of the Journal. She remembers her first sale was to Marlene Aron of Metrowest Commercial Real Estate in 1985. She has sold advertising space in many sections of the paper and is currently in charge of the Billboard/Auction section and the Rhode Island section of the paper.

She is known not only for her years of experience selling advertising space in New England, but also for the close relationships she has created with her many clients.

"To think it started 30 years ago, when as a single mother, I attended a yard sale with my aunt Jeanne. The sale was at retired NEREJ bookkeeper Marion Barnes' house. She mentioned that the Journal was in need of some part-time help. I said I was interested and in the middle of the yard sale, Marion had me show her my typing skills on her typewriter that was for sale. I passed and she hired me on the spot! I have never had to type on a typewriter since that day. I have been busy on the phone ever since. Thank you Marion and Rolly for having faith in me!" said Dowell.

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