LaMARR WALKER

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PROFESSIONAL SUMMARY

Dynamic leader with a strong background in non-profit and business management. Dedicated professional skilled in fund development and organizational operations, volunteer and board relations, project management and communications. Proven ability to think critically, develop creative solutions, and inspire others to achieve. Passionate about driving positive change and empowering teams to achieve exceptional results.

SKILLS

- Proven effective leadership
- Project & program management
- Staff & leadership development
- Board support & recruitment
- Teamwork & collaboration
- Account & donor development
- Grant management
- Budget & fiscal management
- Marketing & communications

EXPERIENCE

Director of Development & Communications December 2024 – Oct 2025
Urban Ministries of Wake County, Inc.

- Directs annual fundraising initiatives, including campaigns, major gifts, events, and grant management, with a budget of nearly $4 million. Developed a new fundraising strategy focusing on individual giving, reducing reliance on governmental funding fully encompassing three major programs of the organization.
- Manages a cross-functional team, enhancing collaboration between fundraising, marketing, volunteer services, programming and CRM administration. Integral part of leadership team.

Non-profit & Business Consultant / Owner August 2023 – Current
LMW Consulting

- Professional consultant for non-profit management and business development. Featured services include:
- Interim Organizational Leadership, Business and Board Development, Campaign Analysis and Development, Strategic and Annual Planning, Resource Team Support and Coaching, Donor Data Analysis, CRM Management, Grant Management, Marketing Strategies, Focused Collateral and Content Creation
- Serving various regional non-profits in youth development and community engagement

Director of Development & Communications, Major Gifts February 2021 - June 2023
Boys & Girls Clubs | Wilmington, NC

- Implemented successful fundraising strategies resulting in balanced annual budget of $3.2 million, including $2.4 million through major gifts, corporate proposals, and grant submissions. Active member of senior leadership team.
- Supervised and mentored development team, leading to a 22% increase in annual fundraising revenue.
- Managed all marketing and communications efforts to promote programming and fundraising initiatives, and CRM systems for donor relations resulting in 17% increase in donor retention. Support for historical merger of two Clubs.
- Recruited as a fundraising and best practices expert for regional/national meetings.

Major Gifts Officer April 2019 - February 2021
Boys & Girls Clubs | Greenville, NC

- Successfully secured major gifts to support seventeen Boys & Girls Clubs in eastern North Carolina, with an annual budget of $6.5 million and analyzed historical giving data to identify patterns and trends, developing a targeted campaign strategy and resource development plan.
- Secured major gifts totaling 79% of annual income through volunteer and board member relationships.
- Provided guidance and support to the development team in areas such as volunteer relationships, communication, marketing, campaign planning, and event execution.

Sr. Development Director/Regional Manager August 2014 – September 2017
Boy Scouts of America, East Carolina Council | Kinston, NC

- Led successful fundraising campaigns that raised $2.4 million annually through direct solicitations and staff management; Increased project sales and in-kind gifts by 126% through effective marketing strategies.
- Managed CRM systems for donor relations, stewardship, retention and CRM migration to Blackbaud.
- Hired, managed, and trained nine executives in all aspects of organizational operations for 20 county service area.
- Cultivated strong lasting relationships with C-suite executives, focused on board development for program and financial support, with a concentration on diversity. Integral part of leadership team.

Development Director/Finance Director June 2012 - August 2014
Boy Scouts of America, Georgia-Carolina Council | Augusta, GA

- Oversaw all fundraising and marketing efforts for the organization; trained all council executives in fundraising and marketing, using best practices to support $2 million annual budget. Second in command for Council leadership.
- Served as a key advisor for the development of a new strategic plan by utilizing C-suite board relationships.

Development Director July 2011 - June 2012
Boy Scouts of America, Istrouma Area Council | Baton Rouge, LA

- Provided leadership for the annual fundraising campaign for $2.2 million budget, specialized in management for special events, resulting in a 28% increase. Responsible for all fund development and right-hand man for CEO.
- Secured a 26% increase in grant funding with more than $1.2 million in submissions.

EDUCATION

BA Fine Arts / Art Education
East Carolina University - Greenville NC

AD Occupational Technology
Pitt Community College - Greenville, NC

TRAINING

Advanced Leadership in Resource Development - Indiana University Lilly Family School of Philanthropy; Fundraising Fundamentals - AFP; Major Gifts Seminar - AFP; RAISE 2020 - One Cause; Virtual Events; Fundraising for Racial & Social Justice; Diversity, Equity & Inclusion; BSA Leadership 1, 2, & 3; Wood Badge; Professional Management 1, 2, & 3; Budgeting & Forecasting, CRM administration including Blackbaud, Donor Perfect, Bloomerang, and Raiser's Edge.

WEBSITE, PORTFOLIO, AND PROFILES

Website: https://lamarrwalker.com/ LinkedIn: https://www.linkedin.com/in/lamarrwalker/

References available upon request