

Beau Cummings, MBA, CFRE, CEO

Beau Cummings is CEO of Paschal-Murray Executive Search. Beau has a passion for people and subscribes to the philosophy that a successful fundraising enterprise must be rooted in genuine relationships; the donor and the organization must be partners.

As the leader of the fundraising initiative for the Cameron School of Business at the University of North Carolina, Wilmington, he was part of unprecedented and record setting fundraising successes for the university's business school. As part of University Advancement, Beau has served on and chaired dozens of successful search committees that led to the expansion of a growing development team.

Beau's experience encompasses campaign readiness, developing a case for support, identifying strategic priorities, donor relations, data analytics, development metrics, annual giving, planned giving, solicitation and a complete understanding of the individual skill sets and components needed to build a sustainable philanthropic giving program.

Beau earned his Bachelor of Arts degree in Marketing from Marshall University; his Master of Business Administration was received from the University of North Carolina Wilmington where he is also pursuing his Master's Degree in Finance and Investment Management. Beau began his career in sales and marketing before joining the Advancement Division at the University of North Carolina Wilmington—where he spent 12 years as a fundraising professional specializing in Major Gifts.

Beau is a member of Association for Healthcare Philanthropy, the Association of Fundraising Professionals and is an active member of the Council for Advancement & Support of Education (CASE) where he has participated in both domestic and international conferences to further his understanding of the philanthropic environment in which our clients operate. He is active in the community and believes in giving back as much as possible, he is a member of the Wilmington Kiwanis Club where he served on the Board of Directors from 2016–2018. Beau currently serves as the President for the Wilmington Investors Roundtable where he has served on the Board of Governors since 2016.

As Executive Vice President Beau works with a team of qualified individuals who are committed to upholding the ethical principles that have established Paschal•Murray as a recognized leader assisting public sector organizations recruit talented professionals for positions in organizational advancement.

