



Director of Institutional Partnerships

July 2026

Overview:

Equimundo: Center for Masculinities and Social Justice seeks a full-time Director of Institutional Partnerships. This position reports to the Vice President, Strategic Partnerships and will be based in the Washington, DC, area with a hybrid work-from-home/office model.

About Equimundo:

Equimundo is a global leader in promoting gender equality and preventing violence by engaging men and boys in partnership with women and girls and individuals of all gender identities. Working with men and boys to transform harmful gender norms and unequal power dynamics is critical to achieving gender equality. With partners in more than 55 countries, Equimundo's work – including high-impact research, evidence-based programs, and targeted advocacy efforts – seeks to create a nonviolent, caring, and gender-equitable future for all. For more information, please visit www.equimundo.org.

In addition to competitive base pay, we provide:

- Full employee healthcare coverage, including medical, dental, and vision
- Ancillary coverage, including group life, AD&D, short- and long-term disability
- Employer 401k contribution equaling 8% of annual salary
- Commuter benefits
- 4 weeks of PTO, paid holidays, and health leave

Job Description:

Equimundo's Director of Institutional Partnerships will build, manage, and diversify an international portfolio of institutional funders, including private foundations, corporate entities, and bilateral/multilateral government donors. The Director will be responsible for stewarding existing donor relationships, identifying prospective funders, and translating Equimundo's vision into compelling proposals. In close partnership with the Vice President, the Director will shape and implement an ambitious strategy to secure partnerships for an exciting cluster of new initiatives ranging from international campaigns that shift the narrative on masculinity and men's role in care; to online

interventions that address tech-facilitated gender-based violence; to global research on men, boys, and fatherhood that will inform policy at the municipal and national levels.

Other Key Responsibilities include:

- Cultivation & Engagement Events: Lead strategy and oversight for high-touch cultivation events and donor convenings to deepen institutional engagement and showcase organizational impact.
- Proposal Development: Spearhead the design and submission of complex grant proposals and funding requests, targeting unrestricted, six-figure+, and multi-year gifts where possible
- Grant Management: Steward the funder relationship from the award/contracting process through the progress updates, final reports, and renewals.
- Executive Representation: Act as a key organizational representative in high-level meetings and at global fora to support Equipundo's fundraising efforts.
- Manage the donor pipeline in the CRM by maintaining accurate, up-to-date records of leads, contacts, and accounts, and leveraging CRM reporting to inform decision-making.

Qualifications for Consideration:

- Undergraduate degree plus 6-8 years of non-profit work experience in fundraising and proposal writing
- Excellent interpersonal and communication skills, both written and verbal, skilled at engaging diverse audiences, building buy-in, and navigating negotiations with influence and impact
- Demonstrated success in securing six- and seven-figure gifts
- Strong research and analytical skills
- Capacity to take initiative, think creatively, prioritize duties, and work independently while functioning as a member of a team
- Strong coordination and organization skills and excellent attention to detail and follow-through
- Experience working with fundraising CRM databases
- Working proficiency in Spanish a plus
- Experience in gender equality, masculinities, fatherhood, public policy, or social justice

Compensation:

Equipundo offers competitive and fair salary ranges in Washington, D.C., as well as in not-for-profit and related sectors. For this position, the salary range is \$115,000 - \$135,000, depending on years of experience and qualifications. The proposed starting date is September 2026.

To Apply (Only shortlisted candidates will be contacted.)

To apply, please send the following documents as **one single PDF file** labeled "FirstName_LastName_Dir_Institutional_Partnerships" to jobs@equipundo.org:

- Cover letter
- Resume
- Three professional references

In addition:

- Please write “Director of Institutional Partnerships” as the subject heading.
- Indicate if you are legally authorized to work in the United States.

Equal Employment Opportunity Statement

Please view this description as a general overview, rather than a comprehensive, mandatory list. Apply if you feel passionate about our efforts and believe you have the skills to contribute and lead in this role. We want to hear from you!

Equimundo is committed to creating and maintaining a diverse and inclusive work environment for all employees, ensuring a workplace free from discrimination and harassment. All qualified applicants will receive consideration for employment without regard to age, race, color, religion, creed, national origin including ancestry, ethnicity, sex including pregnancy, gender, gender identity, gender expression, transgender status, disability, alienage or citizenship status, military status, including past, current, or prospective service in the uniformed services, genetic information, predisposing genetic characteristics, marital status, domestic violence victim status, familial status, actual or perceived sexual orientation.

We are an equal opportunity employer, and we strongly encourage Black, Indigenous, people of color, women, people with previous felony convictions, members of the LGBTQIA+ community, and others who identify with underrepresented groups to apply.