

Sales Director (Content Syndication)

About the job

Job Title: Sales Director – Content Syndication (Wholesale)

Openings: 2 in the US and 1 in the UK

Location: Remote | Occasional Travelling

Role Type: Full-Time | Individual Contributor

Compensation: Commensurate with Experience

About CandorWorks:

CandorWorks is a global leader in B2B content syndication and lead generation, trusted by top-tier Agencies and Publishers for past 16 years to deliver quality-driven marketing outcomes. With a legacy of excellence and innovation, we're expanding our footprint across the UK and US and looking for high-performing sales leaders to join our journey.

About the Role:

We are hiring Sales Directors to spearhead our Wholesale Content Syndication business. This is an individual contributor role focused on owning the full sales cycle; from identifying high-value opportunities to building long-term, trusted partnerships.

You'll be responsible for driving new business and expanding existing relationships with Agencies and Publishers. As the face of CandorWorks in your region, you'll represent our brand at key industry events and act as a catalyst for revenue growth.

Key Responsibilities:

- Own the end-to-end sales lifecycle — from prospecting and pitching to closing and long-term account management.
- Drive strategic lead generation initiatives and convert qualified opportunities into high-value deals.
- Build and grow strategic relationships with agencies, publishers, and aggregators, becoming a trusted partner.
- Represent CandorWorks at industry forums, conferences, webinars, and networking events to build visibility and unlock new business opportunities.
- Work cross-functionally with internal teams to ensure delivery excellence and top-tier client satisfaction.

What we're looking for:

- 5+ years of success in B2B demand generation, specifically content syndication sales.
- Existing relationships with agencies and publishers is a must-have.
- Exceptional communication, negotiation, and stakeholder management skills.
- A well-connected professional with a strong network in the media or advertising ecosystem.
- Demonstrated ability to navigate complex sales cycles and close large deals independently.
- Entrepreneurial mindset with a passion for building and scaling revenue.

Why CandorWorks:

- High-impact individual contributor role with significant autonomy
- Opportunity to shape growth in new, high-potential markets
- Collaborative and forward-thinking global team
- Competitive compensation aligned with your experience and achievements

Send your resume to sylvia.thinge@candorworks.com, manish.kothari@candorworks.com