

# HubSpot Consultant

A HubSpot Consultant thrives at the intersection of technology, strategy, and client relationships. If this role is right for you, you'll possess a strong technical aptitude, excellent communication skills, and a genuine desire to help businesses achieve their goals through effective HubSpot implementation and optimisation.

You know your way around HubSpot and would class yourself as an advanced user, an avid fan, and a constant learner.

You possess a confident yet adaptable approach, understanding that client needs and priorities may evolve. While you bring expertise to the table, you're adept at navigating situations where recommendations might not be fully adopted, proactively collaborating to find alternative solutions that still drive client success.

## On any given day you might:

- Hold a workshop for a customer to uncover what they need
- Write a Solution Design Document detailing the proposed solution and how it fits with those needs
- Work with others in the team to build the signed-off solution
- Hold a training session with a customer on how to get the best out of the platform, driving adoption in the process
- Speak with HubSpot's product team to share feedback on new features
- Work with our in-house marketing team to run a webinar which helps to engage our audience, build your personal brand, and the brand of the business
- Audit a customer's HubSpot platform, identifying ways they could be getting more value from the platform

### You might have one of many specialist areas:

- Sales background: Someone with a sales background would be drawn to the client-facing aspect of the role, acting as a trusted advisor and understanding their needs. The opportunity to translate technical solutions into tangible business value would resonate with their drive to close deals and generate revenue.
- Marketing background: A marketer would be interested in the strategic aspects of the role, helping clients align HubSpot with their overall business goals and optimise campaigns for maximum impact. The focus on data analysis and reporting would also appeal to their analytical skills.
- Customer service background: Someone from a customer service background would appreciate the emphasis on building strong client relationships, providing training, and ensuring customer satisfaction. They'd enjoy empowering users and guiding them towards successful platform adoption.
- Technology development background: A developer would be attracted to the technical challenges of HubSpot implementation, customisation, and integration. They'd relish the opportunity to build solutions that address unique client needs and leverage the platform's full potential.

- Data background: A data professional would be interested in the data management and analysis aspects of the role. They'd find value in ensuring data quality, building integrations, and creating meaningful reports that drive informed decision-making.

### Why you'll love working here:

- Flexible working (a mix of working at home and at the office)
- Half a day each week (23 days a year) to level up your skills and build your career
- Up to 30 days of paid annual leave and unlimited unpaid leave
- A month-long paid sabbatical and a £2,000 bonus to celebrate your five years with us
- Benefits like £650 per year on anything that helps you keep a healthy life-work balance

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