



BabelQuest

Business Development Manager



Key details

- **Location:** Abingdon, Oxford, or UK (remote/hybrid)
- **Salary:** Competitive, plus uncapped commission

About BabelQuest

BabelQuest is one of a small number of Elite HubSpot Solutions Partners in the UK – the top tier of HubSpot's global partner programme – and we've been in the programme for more than a decade. We're deeply embedded in the HubSpot ecosystem, with a team that is serving on HubSpot's Partner Advisory Council, and our delivery is senior-led: experienced consultants own the work end to end, which means strong references, clean handovers, and accounts that expand rather than churn. We help organisations get genuine commercial value out of HubSpot through implementation, consulting, and managed services.

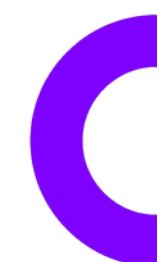
Our clients span higher and further education, B2B technology, professional and business services, manufacturing, and life sciences, and we've moved firmly into enterprise-scale work; our largest client relationship is seven figures.

AI is rewriting the market itself. Buyers now research and form their views through AI before they ever reach a website, upending the classic inbound and SEO playbook – a shift so marked that HubSpot has renamed its fifteen-year-old flagship event from INBOUND to UNBOUND. We sit at the front of it: building and deploying HubSpot's Breeze AI agents, and helping clients stay visible as buyers shift from search engines to answer engines. It's a genuinely different conversation with the market – and a strong story to sell.

The role

This is a proper business development role, not a lead-chasing one. You'll own commercial conversations end to end – from first contact to signed deal – with deal size and complexity climbing as we push further into enterprise.

You'll work a pipeline built from SDR-sourced leads, inbound demand, referrals, and HubSpot co-sell, and you'll co-sell alongside HubSpot's own sales teams. You'll do some of your own prospecting too, but with AI support behind you and warm routes in play, this is a consultative sales role, not a script-and-dialler grind. You'll have structured coaching, real ownership of your pipeline, and a fast route to progress.





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What you'll be doing

Finding and opening opportunities

- Work a pipeline fed largely by our SDR team, plus inbound demand and referrals – and be ready to run some of your own targeted outbound, especially while the SDR function is still ramping up.
- Prospect with AI behind you: HubSpot's Prospecting Agent handles much of the research and targeting, so the outbound you do starts sharper and warmer than a cold list.
- Work HubSpot co-sell opportunities – warm introductions and shared accounts alongside HubSpot's own reps.
- Qualify hard and early, so your time goes into the deals that will actually close.

Winning the business

- Run consultative discovery that gets to the client's real commercial problem, not just their stated ask.
- Shape and present tailored proposals alongside our consulting and delivery teams.
- Own the deal through to signature, then hand over cleanly so delivery starts on the front foot.

Growing accounts and relationships

- Target and win larger, higher-value clients as we move upmarket.
- Work with our customer success team to expand key accounts over time.
- Build the kind of relationships with HubSpot's sales teams that turn into a steady flow of co-sell deals.

Owning your numbers

- Run an accurate, current pipeline you can forecast from – the deal intelligence in our CRM is the difference between a good quarter and a lucky one.
- Bring a clear read on where your deals stand to forecasting and pipeline reviews.

What you'll bring

- A track record in B2B business development or a comparable senior sales role, ideally with complex or consultative sales.
- Genuine interest in sales, consulting, technology, and where AI is taking all three.
- The confidence to hold a commercial conversation with senior stakeholders and be taken seriously.
- Self-motivation and resilience – you set your own pace and don't need chasing.
- Strong organisation and follow-through.
- Hands-on CRM experience; HubSpot is a real plus.

What's in it for you

The package is built to reward people who deliver – and to keep them here:

- Competitive base plus uncapped commission – your ceiling is set by your results, not a band.
- A clear path into senior sales or consulting as you grow.
- Genuinely flexible working – you choose when and where.
- Half a day a week (23 days a year) protected for training and professional development.
- 25 days' holiday, rising to 30 with service – plus unlimited unpaid holiday on top.
- A four-week paid sabbatical and a £2,000 bonus after every five years' service.
- £650 a year of flexible benefits to spend on what actually matters to you – from pet insurance to a cleaner.
- A team that works hard, holds each other accountable, and has a good time doing it.

How to apply

Apply through our careers page: babelquest.co.uk/careers

