



BabelQuest

Strategic Account 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

You sit at the intersection of commercial growth, client success and the HubSpot ecosystem. You operate with senior commercial gravitas – a peer to marketing and sales directors, with genuine credibility in front of CEOs and MDs.

You've carried and hit a commercial number at a senior level in a consultative B2B environment – services, agency or SaaS-partner. You may have done that as an account director, a sales director or a commercial marketing leader; what matters is that you think in terms of value-based selling, strategic account plans and long-term partnerships, not transactional deals.

You'll own the commercial relationship with a defined set of our most strategic accounts – growing them, and freeing our Principal Consultants to focus on delivery. You're self-directed, comfortable in the ambiguity of a scaling function, and as effective at driving a major account expansion as you are at spotting where the next opportunity sits.





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What you'll be doing

- Grow our strategic accounts. Own account expansion – new services, cross-sells and, where you're the account owner, renewals – across a defined book of our most important clients.
- Own two revenue lines. Carry a target across both BabelQuest services (expansion and cross-sell of consulting and retained services) and HubSpot licences and subscriptions (new seats, tier upgrades, additional Hubs, credits), co-sold with our HubSpot reps.
- Own the commercial relationship. Be the senior commercial point of contact so our Principal Consultants can stay focused on delivery – trusted by our technical teams as a peer, not tolerated as “sales.”
- Drive the HubSpot partnership. Manage the HubSpot relationship actively and lead co-selling to unlock enterprise opportunities.
- Run it commercially. Build robust account plans, forecast accurately and keep a clean pipeline, giving leadership the data to make commercial decisions.

What we're looking for

It matters less what your job title has been than what you've delivered. We're looking for:

- A commercial track record. You've carried and hit an expansion or account-growth number in a consultative B2B, agency or SaaS-partner environment – whether as an account director, sales director or commercial marketing leader.
- Commercial gravitas. You operate confidently as a peer to senior client leadership – CEOs, MDs, sales and marketing directors.
- Consultative discipline. Depth in value-based selling and strong qualification. Familiarity with MEDDIC or a similar framework is a plus, given our direction.
- RevOps and CRM literacy. Confident with pipeline management, accurate forecasting and executing strategic account plans.
- Consultant credibility. You earn the trust of technical Principal Consultants – valued as a strategic partner, not a salesperson passing through.
- Self-direction. Proactive, and comfortable building structure in a scaling function.
- As a HubSpot Elite Solutions Partner, we need someone who can hit the ground running, so genuine HubSpot experience is a requirement, not a bonus





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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

