



BabelQuest

Strategic Solutions Consultant (Pre-Sales)


- **Location:** Abingdon, Oxford, or UK (remote/hybrid)
- **Salary:** Competitive
- **Reports to:** Sales & Marketing Director

About BabelQuest: Elite HubSpot Solutions Partner


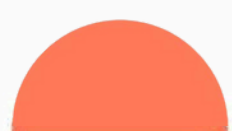
BabelQuest is an Elite HubSpot Solutions Partner renowned for solving complex business challenges through HubSpot, AI, and intelligent automation. We are one of a select group of partners globally, dedicated to helping ambitious businesses scale through world-class RevOps strategy, service design, and technical excellence. As a Strategic Solutions Consultant, you will play a central role in shaping how leading organisations, including C-level stakeholders, use HubSpot, working to architect and advise on scalable technical solutions.

The Opportunity: Architecting Solutions, Defining Scope

We are seeking a Strategic Solutions Consultant to be the critical link between our Sales team and our Delivery team. This is not a purely technical role. You will move beyond what is technically possible in HubSpot to holistically define the professional services and architectural requirements needed to achieve a client's desired business outcomes. Your primary focus is to define the "how" and the "what" of a solution. While the Sales team owns the final commercial negotiation and pricing, you are responsible for providing the accurate service blueprints that underpin our commercial proposals.



Key Responsibilities:

- **Lead Strategic & Technical Discovery:** Drive technical pre-sales conversations and deep discovery sessions around solution architectures, data mapping, platform integrations, and digital transformations to validate customer goals and underlying business challenges.
 - **Develop Service-Focused Assessments:** Create, deliver, and enhance assessments to identify strategic gaps, technical challenges, and desired outcomes. You will translate these findings into comprehensive solutions using the HubSpot platform, leveraging its APIs, custom objects, and advanced AI tools to define the specific professional services scope.
 - **Collaborate for Proposal Excellence:** Work closely with the Sales Team to develop compelling, robust and detailed proposals, tailored demos, and detailed implementation plans. Ensure these align seamlessly with client timelines, budgets, and operational process flows, ensuring a seamless, high-fidelity handoff to the Delivery Team.
 - **Strategic Technical Advising:** Act as a strategic technical advisor to prospects, providing thought leadership and recommending optimal technology choices and integration best practices to achieve their business objectives.
 - **Value Articulation:** Communicate complex technical and strategic concepts in a clear, personable, and compelling way to executive and operational stakeholders.
 - **Process Improvement:** Contribute to the continuous refinement of our scoping methodology, proposal documentation, and pre-sales process to drive efficiency and margin.
 - **Business Growth:** Act as a driver for business growth by consistently aligning proposed solutions with the measurable value they will deliver, helping to close deals and secure long-term client partnerships.
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What You'll Bring: Strategic Insight & Experience

We are looking for a candidate who understands that successful technology adoption hinges on the right strategic guidance and expert service delivery.

Essential Skills and Experience:

- Strategic Scoping Focus: Demonstrated success in a pre-sales or consulting role where scoping professional services (not just software licenses or technical setup) was a primary responsibility.
- CRM Service Provider Background: Experience working at a leading CRM Solutions Partner (e.g., HubSpot, Salesforce, or similar enterprise platforms). Experience at an Elite or Diamond-tier HubSpot Solutions Partner is preferred.
- Strategic Communication: The proven ability to elevate conversations from technical specifics (e.g., fields, workflows) to high-level business strategy (e.g., RevOps maturity, organisational change, ROI).
- Interpersonal and Collaborative Skills: A highly personable and approachable communication style, with a strong commitment to team success. You must be eager to work hand-in-hand with both the Sales and Delivery teams to ensure alignment and shared accountability.
- Technical Acumen: Deep working knowledge of the HubSpot platform (all Hubs) or a comparable enterprise CRM ecosystem, allowing you to confidently design scalable and robust technical solutions.
- Cultural Buy-In: A demonstrable enthusiasm for the way BabelQuest delivers services, our core values, and a genuine drive to contribute directly to the growth of the business.

Why you'll love working here:

- Be a Key Decision Maker: Your role is foundational to our success, directly influencing the services we offer and the growth we achieve.
- Collaborative, No-Silo Culture: We actively foster cross-team collaboration, ensuring you are integrated with the Delivery team to guarantee realistic, high-quality project scopes.
- Focus on Value: Work with clients who are ready to invest in strategic guidance.
- We truly want to do more for our people, so you'll join a team of like-minded individuals with a focus on culture, hard work, having fun, transparency, openness, and enthusiasm.
- Flexible working: Enjoy a mix of home and office-based work.
- Generous leave: Benefit from up to 30 days of paid annual leave and unlimited unpaid leave.
- Sabbatical and bonus: Celebrate five years with the company with a month-long paid sabbatical and a £2,000 bonus.
- Work-life balance: Enjoy benefits worth £650 per year to support your well-being.
- Employee referral scheme.
- Employee of the Month awards.
- Competitive salary: Commensurate with experience.

If you are a driven, personable consultant who thrives at the intersection of strategy, technical feasibility, and service design, and you are ready to help a top-tier HubSpot partner scale, we encourage you to apply.

