BabelQuest
HubSpot Technical Consultant

Key details:

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

Join an Elite HubSpot Consultancy

We're one of a select group of elite HubSpot Solutions Partners in the world, renowned for solving complex business challenges through HubSpot, AI, and intelligent automation. As a Technical Consultant, you'll play a central role in shaping how leading organisations use HubSpot, working alongside C-level clients to deliver high-impact, scalable technical solutions.

This is more than a dev role. You'll architect systems, advise on strategy, and bring powerful AI-driven innovations to life.
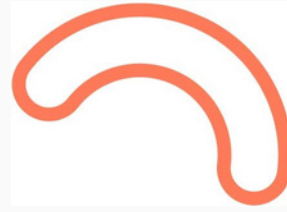
The Opportunity

As a client-facing Technical Consultant, you'll lead discovery, design, and delivery of sophisticated solutions across sales, marketing, and service. You'll act as the bridge between business goals and technical execution, designing robust systems, integrating platforms, and deploying intelligent automations within the HubSpot ecosystem.

This role is ideal if you're passionate about:
- Solving real-world business problems with AI and automation.
- Working directly with clients on complex, high-visibility projects.
- Continuous learning and pushing the boundaries of what HubSpot can do

We are a leading HubSpot partner seeking a highly skilled and motivated Technical Consultant to spearhead the development and implementation of cutting-edge technical solutions for our prospects and clients. This is an exciting opportunity to leverage your deep technical expertise, applying it within the HubSpot ecosystem, to design, build, and deploy transformative technical and AI solutions for our clients. You will be instrumental in understanding client needs within their tech stack, architecting robust and scalable AI-driven integrations, and creating intelligent AI agents that enhance their HubSpot experience. If you are passionate about AI and CRM and thrive in a dynamic, client-facing role within the HubSpot ecosystem, we encourage you to apply.
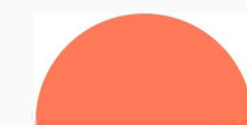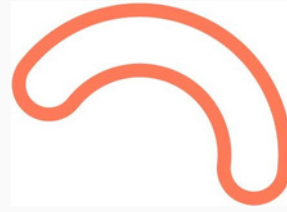
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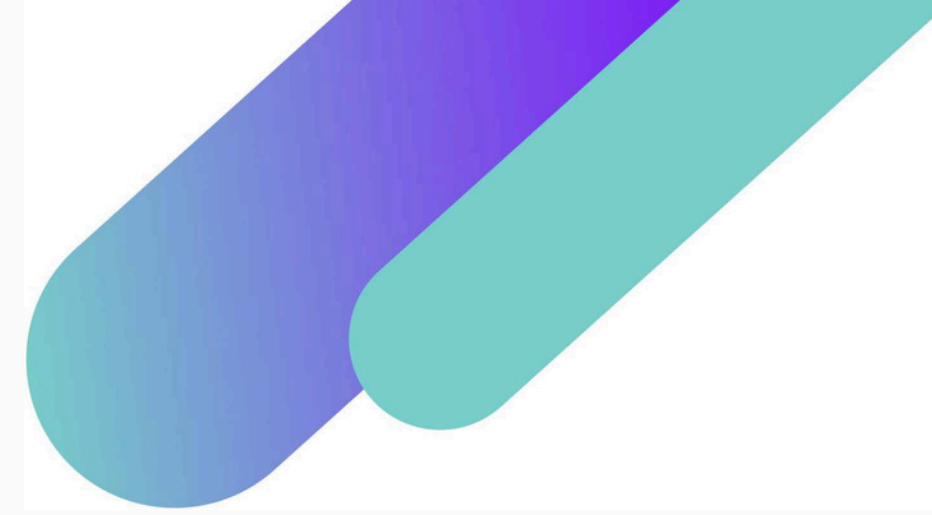## HubSpot Technical Consultant

Key Responsibilities:

- **Technical Scoping:** Work closely with clients to understand their business processes, technical landscape, and desired outcomes. Facilitate technical discovery sessions and convert business requirements into clear, actionable technical specifications.
- **Service Scoping:** Produce a scope of work for the technical solution.
- **Solution Architecture and Design:** Architect robust, scalable, and maintainable end-to-end solutions that deeply integrate with the HubSpot platform, leveraging its APIS, custom objects, automation workflows, custom applications and AI tools. Define deployment architectures that operate within or alongside the HubSpot environment. Produce detailed technical documentation, including solution diagrams, data flows related to HubSpot, and specific integration specifications.
- **HubSpot Integration Development & Implementation:** Hands-on development and implementation of integrations between HubSpot and various AI platforms or other systems using HubSpot APIs (e.g., CRM Objects, Workflows, Custom Objects), HubSpot development tools (e.g., HubL, serverless functions), and other relevant programming languages (e.g., Python) and integration frameworks. Ensure seamless data flow and process automation within and around HubSpot.
- **AI Agent Development & Deployment:** Design, develop, and deploy intelligent AI agents that enhance HubSpot functionality and user experience. This includes leveraging LLMS and other AI technologies to automate tasks within HubSpot workflows, personalise customer interactions based on HubSpot data, and provide intelligent insights derived from HubSpot records.

- **Development of Intelligent Automation & AI-Powered Features:** Design, develop, and deploy intelligent automation and AI-powered features that enhance our service offerings and client outcomes. This includes exploring and implementing various AI/ML techniques, such as natural language processing, machine learning models, and generative AI, to automate tasks, personalise experiences, provide intelligent insights, and drive business value. This involves rapid prototyping, experimentation, and rigorous evaluation of implemented solutions.
- **Strategic Technical Consulting:** Provide strategic technical guidance and thought leadership to clients on their technical strategy within the HubSpot ecosystem, recommending optimal technology choices and best practices to achieve their business objectives.
- **Technical Leadership & Mentorship:** Provide technical leadership and mentorship, guiding team members on AI and HubSpot integration best practices and fostering a culture of technical excellence.
- **Continuous Learning & Innovation:** Continuously learn and experiment with the latest advancements in AI and the HubSpot platform, proactively identifying opportunities for innovation and sharing knowledge within the team.
- **Documentation & Knowledge Sharing:** Create and maintain detailed technical documentation, including design documents, implementation guides, and knowledge base articles. Support internal and external training and knowledge sharing initiatives, assisting our marketing team and showcasing your expertise.

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HubSpot Technical Consultant

Client-facing Responsibilities
- Act as a strategic technical advisor, helping clients unlock the full potential of HubSpot.
- Lead technical discovery sessions to understand business objectives, challenges, and requirements.
- Translate complex requirements into clear, scoped, and actionable technical plans.
- Collaborate with Sales, Strategy, and Delivery to shape solution proposals and implementation roadmaps.

Technical Execution Responsibilities
- Architect and implement end-to-end HubSpot integrations using APIs, serverless functions, and automation workflows.
- Build and deploy AI-powered features, from X to X.
- Use tools such as Python, HubL, REST APIs, and serverless platforms to build scalable, maintainable solutions.
- Rapidly prototype intelligent automation features using technologies like natural language processing (NLP), machine learning (ML), and generative AI.
- Maintain strong technical documentation, solution diagrams, and knowledge articles for internal and external use.

Qualifications & Experience:
- Bachelor's or Master's degree in Computer Science, Engineering, or a related technical field.
- Proven experience (typically 5+ years) in a technical consulting or similar role with a strong focus on software development and integration
- Can demonstrate a deep understanding of the technology use cases for Marketing, Sales, Customer Services, Operations, and Web technologies.
- Demonstrable experience in designing and implementing AI/ML solutions, including familiarity with different AI models and their applications.
- Hands-on experience with programming languages commonly used in AI development (e.g., Python) and integration technologies (e.g., REST APIs, message queues).
- Experience with cloud platforms (e.g., AWS, Azure, GCP) and their AI/ML services, and how they can integrate with CRMs.
- Strong understanding of data pipelines, data integration, and data governance principles
- Experience in developing and deploying intelligent automation or AI-powered features, including familiarity with NLP, machine learning models, or generative AI.
- Excellent problem-solving, analytical, and technical troubleshooting skills within technical environments
- Exceptional communication, presentation, and interpersonal skills with the ability to effectively communicate technical concepts to both technical and non-technical audiences.
- Ability to work independently and collaboratively within a team environment
- Experience working directly with clients and managing technical engagements

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