



BabelQuest

Principal HubSpot Consultant

Key details:

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

At BabelQuest, we don't just implement software.

We help ambitious organisations redesign how they attract, convert, retain and grow customers through smarter strategy, better systems, intelligent automation and AI.

As a Principal Consultant, you'll work with senior client stakeholders to solve complex commercial and operational challenges, translating business ambition into scalable customer growth strategies and transformational solutions. You'll act as a trusted advisor, strategist and problem-solver helping clients navigate complexity, challenge assumptions and make confident decisions that unlock long-term value.

What you'll do:

Lead strategic client engagements

- Facilitate executive discovery and strategy workshops
- Diagnose commercial, operational and customer journey challenges
- Challenge client assumptions and legacy thinking
- Shape transformation roadmaps aligned to business goals
- Translate strategic intent into pragmatic delivery approaches

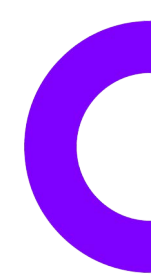
Architect meaningful solutions

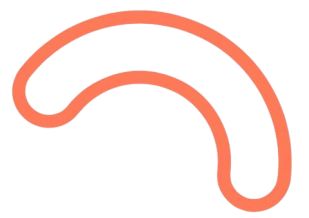
- Design future-state CRM, RevOps and customer experience models
- Define business processes, governance and operating models
- Advise on CRM architecture, integrations, automation and AI opportunities
- Create solution designs balancing ambition, adoption, scalability and risk
- Partner with technical consultants to shape implementation approaches

Become a trusted executive advisor

- Build relationships with C-suite and senior operational stakeholders
- Lead difficult conversations with confidence and diplomacy
- Translate technical complexity into clear commercial language
- Influence decision-making through evidence, insight and expertise
- Help clients make better decisions—not just buy more software

Drive commercial impact

- Support strategic pre-sales conversations
 - Shape high-value opportunities
 - Contribute to proposals and commercial solutioning
 - Help differentiate BabelQuest through insight-led consulting
 - Spot expansion opportunities through trusted client relationships
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What we're looking for...

Essential

- Considerable experience in consulting, transformation, RevOps, CRM or digital strategy roles
- Significant experience leading complex client engagements
- Strong workshop facilitation and discovery skills
- Experience translating business requirements into scalable operating models/solutions
- Experience advising senior stakeholders
- Commercial acumen and confidence in value-based conversations
- Experience balancing strategic design with practical execution

Strongly desirable

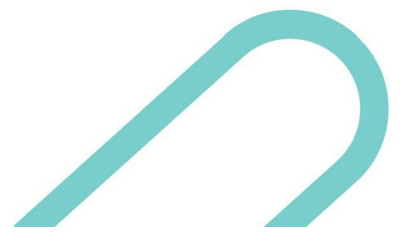
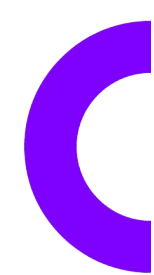
- CRM platform expertise (Salesforce / Dynamics / HubSpot / equivalent)
- AI and automation consulting experience
- systems integration/architecture awareness
- data governance/reporting / RevOps experience
- change management/adoption expertise

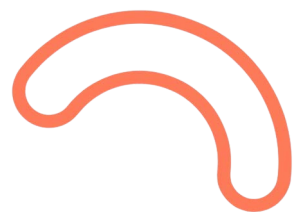
You'll be free to work your way

Work flexible hours at home and at the office (for all the life moments that don't fall on weekends). You'll get half a day each week to level up your skills and £650 a year to spend on your mental wellbeing. After five years, you'll get a month-long, paid sabbatical.

Of over 6,000 HubSpot partner companies, there are fewer than 40 with Elite partner status. You'd be joining one of them.

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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Why BabelQuest?

It took us more than 10 years, and about 500 projects, to earn the right to use one word: elite.

Spin the globe, and you'll find over 6,000 HubSpot partners. Filter your search for elite ones, and you're down to fewer than 40.

That means you'll work with the best of the best. You'll build new skills and discover exciting career paths. You'll find curious people who share your passion and find joy in mastery.

About us

We're HubSpot experts. And we use our knowledge to help our clients succeed. BabelQuest is both an agency and a consultancy. Architects and master builders. It's part of what makes us different.

We've got an agency team, and our consultants: the expert practices team. With every project, we use technology to pull together the worlds of sales, marketing and customer service.

