

>> Account Strategist

Location: Remote

Position Type: Full-Time

Company Overview

accelant is an Elite HubSpot solution partner specializing in revenue lifecycle management and full-scale digital transformation. Founded in 2023, the firm helps businesses streamline operations, align their tech stacks, and accelerate revenue growth through end-to-end HubSpot strategy, CRM migrations, and systems architecture. Recognized as one of HubSpot's top 1% of partners globally within just two years, accelant combines deep technical expertise with over 200 years of collective experience across sales, marketing, service, and RevOps. The result: tailored, scalable solutions that minimize disruption and deliver measurable business impact.

Role Overview

As an Account Strategist, you are accountable for the quality of the project and the relationship with the customer. You are the primary point of contact and own the client relationship, are responsible for managing end-to-end project delivery, client communications, and ensuring every engagement produces measurable business outcomes. This role encompasses both solution architecture and strategic account management, guiding clients to success while driving account growth.

You will:

- Design and implement HubSpot solutions and system integrations.
- Own the client relationship end-to-end, managing all communications, expectations, and relationship dynamics.

- Develop and maintain strategic roadmaps to drive revenue growth and ensure the achievement of client goals.
- Identify account expansion opportunities, drive upsells, and align solutions to long-term revenue and client KPIs.
- Prevent and resolve client escalations by proactively managing project risks and delivering solutions.
- Combine deep HubSpot expertise with a working knowledge of the full business tech stack including ERPs, ATSS, project management tools, accounting systems, and more.
- Create SOPs, process maps, and documentation for client systems, ensuring clients understand the strategic 'why' behind each solution.
- Focus on process improvement, business outcomes, and leveraging AI for smarter, more efficient operations.

Key Responsibilities

- Manage projects from kickoff to delivery, including planning, execution, and optimization.
- Lead client communications, ensuring alignment on goals, timelines, and deliverables.
- Architect scalable solutions in HubSpot and coordinate integrations with third-party tools.
- Continuously identify areas for improvement and implement best practices in revenue operations.
- Guide clients in strategically leveraging HubSpot and their complete system architecture to achieve KPIs.

Qualifications

- Industry expertise and revenue cycle management expertise
- Innovative and embrace AI in your personal and professional life
- Passionate for process improvement, always thinking "there's got to be a better way to do this"
- Emotional intelligence, the ability to manage your own and other's emotions
- Magnetic, curious, asks good questions, and is an articulate speaker with strong communication across written and verbal channels
- Min. 3 years of experience as a CRM admin managing customer lifecycles and actively using HubSpot today

Compensation and Benefits

- Competitive salary
- 401K program
- Health benefits
- Employee equity program
- Flexible PTO + Company holidays
- Laptop provided
- Remote work environment with flexible scheduling
- Innovative, collaborative work environment