Account Executive

Location: Remote
Reports To: Head of Sales
Position Type: Full-Time

Company Overview

accelant is an Elite HubSpot Solutions Partner dedicated to architecting and optimizing HubSpot platforms for high-growth enterprises. We help businesses scale faster by aligning strategy, systems, and teams to grow the top line, and by consolidating technology and streamlining processes to protect the bottom line. Our team of industry experts across marketing, sales, service, and RevOps empowers clients through tailored professional services, complex data integrations, and strategic business operations consulting.

Role Overview

We're looking for an Account Executive to own complex, high-value deal cycles from first conversation to signed SOW. You'll sell accelant's Custom Solutions (complex implementations, migrations, and custom integrations) and Onboarding services, much of it co-sold alongside HubSpot's own sales team. The right person understands the technical side of a deal well enough to connect a prospect's requirements to real business value for executives, brings existing relationships across the HubSpot ecosystem they can put to work from day one, and knows how to keep a crowded deal moving to close.

Key Responsibilities

- **Technical-to-Business Alignment:** Engage confidently with technical points of contact at prospect companies (CRM admins, IT, RevOps, and data leads), understand their requirements, and align them to the business outcomes and ROI that matter to executive decision-makers.
- **Quarterback Complex Deal Cycles:** Orchestrate deals with many stakeholders across multiple parties: the prospect's business and technical teams, HubSpot's sales org, and accelant's delivery leaders. Keep everyone aligned on scope, decision process, timeline, and next steps through to signature.

- **HubSpot Co-Selling:** Build and leverage relationships with HubSpot Account Executives, Channel Account Managers, Solutions Engineers, and Sales Managers to source, co-sell, and close joint opportunities.
- **MEDDIC-Driven Qualification:** Apply MEDDIC rigor to every opportunity: quantify the metrics, access the economic buyer, map decision criteria and process, identify the pain, and develop champions, so the pipeline and forecast stay honest.
- **Scoping & Proposals:** Partner with accelant's Market Leaders and Delivery team to translate business and technical requirements into accurate scopes, proposals, and SOWs.
- **Negotiation & Close:** Drive commercial conversations through procurement and contract review to signature, working with accelant leadership on terms.
- **Handoff & Pipeline Management:** Ensure a smooth transition to Delivery after the sale, and maintain accurate deal stages, amounts, and forecasts in HubSpot.

Qualifications

- **Services Sales Track Record:** 3–5+ years of B2B closing experience, with demonstrated success selling professional services, technical consulting, or complex software implementations.
- **Technical Understanding:** A solid working understanding of CRM concepts such as integrations, data migrations, and system architecture, enough to follow technical conversations, ask the right questions, and translate requirements into business value. You know when to bring in Delivery experts for the deep technical detail.
- **HubSpot Ecosystem Network (strongly preferred):** Existing relationships within HubSpot's sales org and partner channel, such as experience at a HubSpot Solutions Partner or at HubSpot itself, and a track record of co-selling deals with HubSpot reps.
- **HubSpot Platform Fluency:** Practical knowledge of HubSpot's Marketing, Sales, Service, Content, Data, and Revenue Hubs and how they fit together.
- **MEDDIC Methodology:** Working familiarity with MEDDIC (or MEDDPICC) and real examples of using it to qualify, run, and forecast complex deals.
- **Complex Deal Orchestration:** A proven record of closing deals involving many stakeholders across multiple organizations, including partner-sourced and co-sold opportunities.
- **Consultative Communication:** Ability to run deep discovery, write clear, tailored proposals, and present confidently to both C-suite executives and technical teams.

Compensation & Benefits

- Competitive salary + commission
- 401(k)
- Health, dental, and vision benefits
- Employee equity program
- Flexible PTO + company holidays
- Laptop provided & remote work environment
- Collaborative, innovative culture

How to apply

Complete application form here.