

>> HubSpot Implementation Specialist

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 Responsibilities Overview:

As an Implementation Specialist, you are accountable for both the success of the project and the strength of the client relationship. You serve as the primary point of contact, leading end-to-end delivery from kickoff to completion. This role blends solution architecture and implementation with strategic account management, ensuring that every implementation is not only technically sound, but also aligned to the client's business goals.

You'll guide clients through complex onboarding projects, facilitate clear and proactive communication, and position clients to drive measurable business outcomes. Your work directly shapes the client experience and sets the foundation for long-term success in HubSpot — making you a critical driver of client satisfaction, retention, and expansion.

Activities include:

- Design and implement HubSpot solutions and related system integrations aligned to client business objectives
- Own client delivery end-to-end, serving as the primary point of contact and proactively managing communications, expectations, risks, and outcomes
- Apply deep HubSpot expertise alongside working knowledge of the broader business technology stack, including ERPs, project management tools, communication apps, and accounting systems
- Lead structured discovery sessions to understand client goals, processes, constraints, and success criteria
- Translate business requirements into clear solution designs and actionable implementation plans

- Own implementation project planning, including scope definition, phased delivery, milestones, dependencies, and risk management
- Configure HubSpot components such as pipelines, properties, workflows, and integrations across all Hubs
- Proactively manage implementation timelines, scope changes, and delivery risks to ensure on-time, in-scope launches
- Document system configurations, decisions, and assumptions, and provide a clean and confident end to the onboarding process

Role Requirements:

- **Minimum 3 years of direct HubSpot experience**
- **Minimum 3 years of experience in implementation, solutions consulting, RevOps, or business systems roles**
- Hands-on experience implementing a CRM or comparable SaaS platform
- Proven ability to gather requirements and design solutions for non-technical stakeholders
- Exceptional written documentation and verbal communication skills
- Direct Salesforce admin experience or app-based integration expertise preferred
- Recommended certifications:
 - [HubSpot Marketing Hub Software Certification](#)
 - [HubSpot Sales Hub Software Certification](#)
 - [HubSpot Service Hub Software Certification](#)

Compensation and Benefits:

- Competitive salary
- 401K program
- Health benefits
- Employee equity program
- 4 weeks annual PTO + Company holidays
- Laptop provided
- Remote work environment
- Innovative, collaborative work environments